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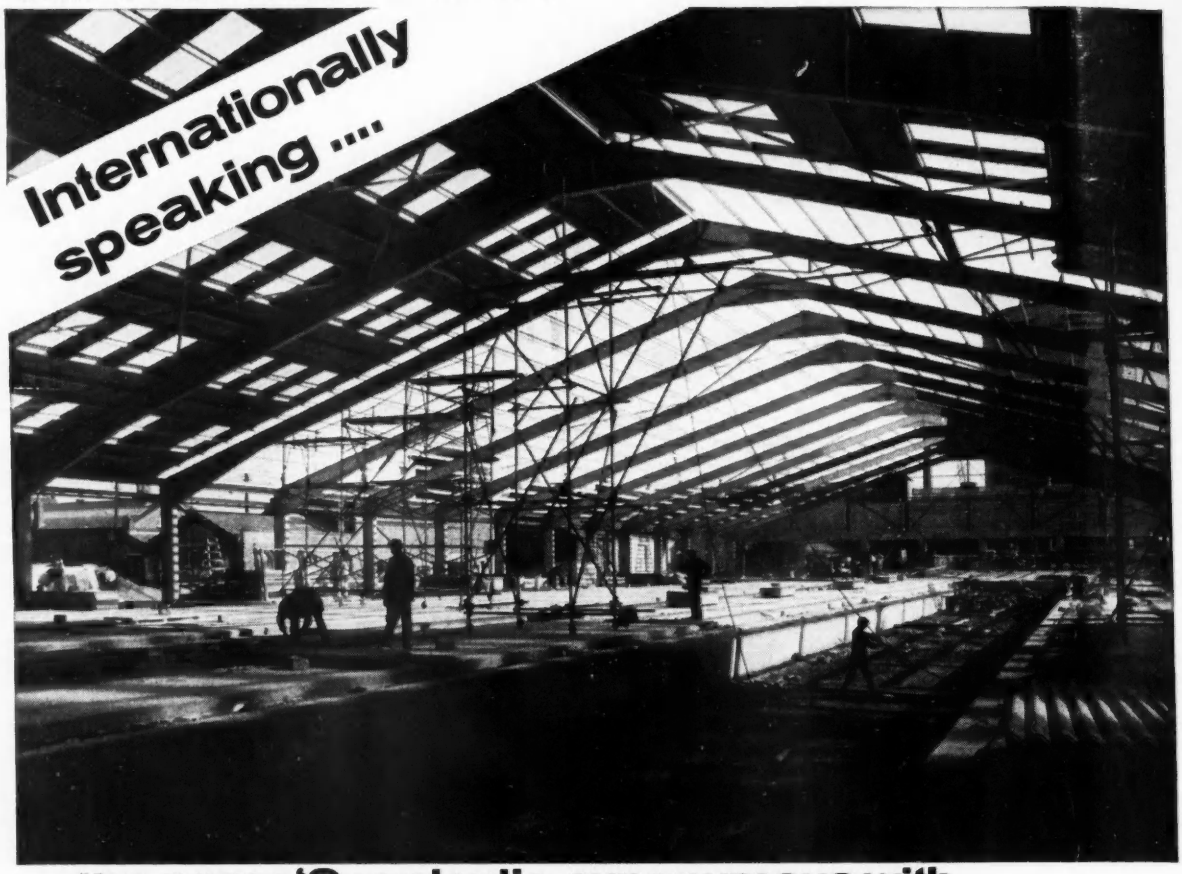

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Commercial Services for Exporters – 16 (concluded): The role of the British National Export Council 251
Revised insurance supervision legislation now in force . . 253
List of Bonded Warehouses. 254
Investment grants for mining works 255
BoT Committee on investment grants 255
Amendment of the Restrictive Trade Practices Act, 1956 . 256
Restrictive Trade Practices Act – removal from register of two agreements 256
Consideration of mergers by BoT. 256
Bank Holiday dates in 1970. 256
The Stockholm Conference 257
Committee to examine the patent system and patent law. . 257
Voluntary Estate Agents Council 257
Steel nationalization – message from Minister of Power on vesting day 258
The Import Duties (General) (No. 6) Order 1967 . . . 258
The Import Duty Drawbacks (No. 7) Order 1967 . . . 258
Applications for temporary exemption from import duty . 258
Application for removal of import duty on certain botanical drugs 258
Rubber and plastics processing industry 258
Lord Walston speaks on trade with South Africa . . . 259
British boatbuilders off to US 259
New chairman for British Export Houses Association . . 259
New member of BNEC, South Africa 259
New ECGD guarantees for open account financing . . 260
ECGD backs £1·9 million bulk carrier contract for Norway . 260
Three major trade missions from UK due in Hong Kong soon 260
Computer control of purchase tax collection 261
National Joint Advisory Council 261
'New Technology' for July 261
Conference to examine future transatlantic tourist traffic . 261
Metric standard for hexagon socket screws 261

Aviation and Shipping: Testing of flying instructors. Air transport policy. European airbus. Legislation on hovercraft. Awards for saving life at sea. Accident report on Boeing 707 G-APFE Mt. Fuji, March 5, 1966. Extension of prohibited sea areas for oil pollution off Lebanon 262

Government surplus sales by auction 265
Patents endorsed 'Licences of Right' 265

STATISTICS

The economy: selected indicators 266
Car and commercial vehicle production in June 267
Turnover of the motor trades in May 268
Registration of British and foreign films 268
Activity at United Kingdom and Channel Islands aerodromes for the quarter ended March 31, 1967 269
Shipping movements at United Kingdom ports 270
Production of man-made fibres in June. 273
General Annual Report on Companies for 1966 273
Overdrafts of the nationalized industries 273
Retail sales in Northern Ireland 273
Insurance companies in 1966 274
Business Monitor: Production Series 277
Northern Ireland index of industrial production 277

Board of Trade Journal Index January-June 1967 . . . . i-xx

EXHIBITIONS AND FAIRS

Mounting interest by Toronto press and radio for British Week 278
Building materials exhibition, Prague 278
Store Promotions in Tokyo 278
Dental equipment on show in Paris 277
Amberg welcomes British consumer goods 279
Changes in Programme of Overseas Trade Promotions . . 281

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS

Import quotas for industrial goods from the Soviet Union. Imports of meat and offal from Bulgaria. Italy and Poland. Spain and Czechoslovakia. Czechoslovakia and Denmark. Czechoslovakia and Poland. Hints to businessmen visiting Greece 285
Tied development loans administered by the Ministry of Overseas Development 286
Information for exporters 287

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

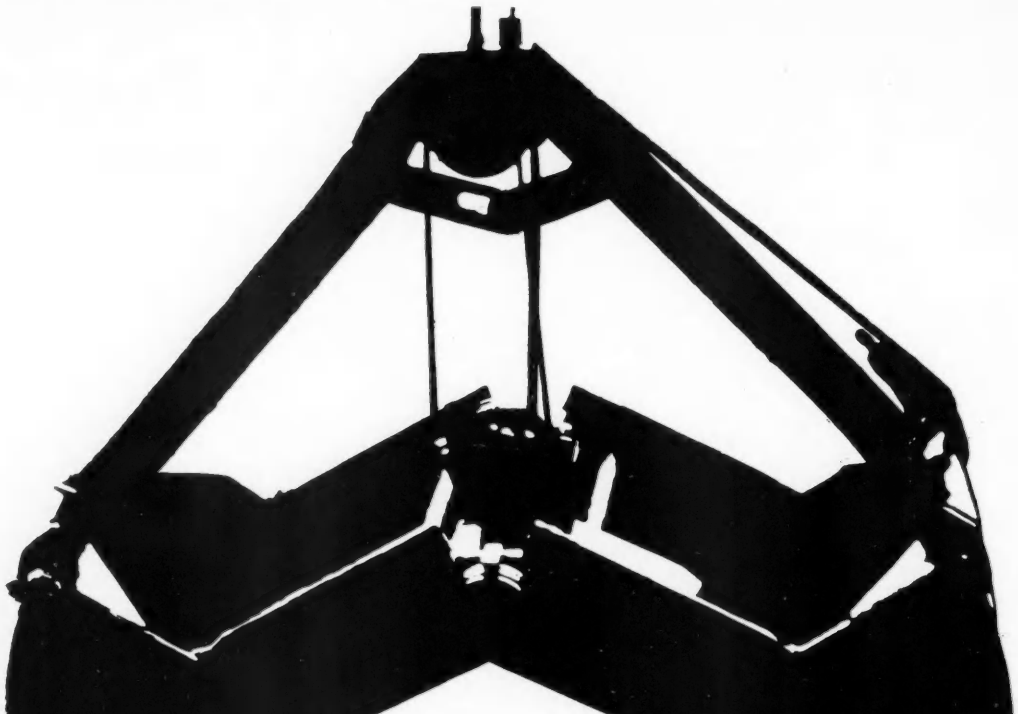
Australia: Details of tariff changes 300
Canada: Changes in customs tariff 303
Chile: Payment terms for imports. Modifications to permitted import list. Temporary import concessions 304
Colombia: Changes in prior deposits. Changes in consular invoice 304
European Economic Community: Imports from non-member countries to the European Economic Community. Trade in compound animal feedstuffs with a cereal base. Food preservatives. Common system of trade for ovalbumin and lactalbumin. 290
France: Liberalization of imports 290
Ghana: Customs and Excise Suspense Accounts 296
Ivory Coast Republic: Global import quotas July-December 1967 296
Jamaica: Industrial Incentives Law, 1956. Import licensing arrangements 306
Laos: Exports to Laos 298
Malawi: Customs tariff changes 295
Morocco: Customs tariff modifications 295
Netherlands: Import duty tariff quotas 290
Nigeria: Notice by the Board of Customs and Excise . . 296
Pakistan: Import licensing policy July-December 1967 . . 298
Philippines: The regulations by the Central Bank of the Philippines 299
South Africa, Republic of: Customs tariff changes . . . 298
Spain: Customs tariff 295
Tanzania: Import licensing regulations 296
Trinidad and Tobago: Import licensing arrangements . . 306
Uganda: Import licensing regulations 296
United States: Federal Trade Commission. Federal Food, Drug and Cosmetic Act and the Fair Packaging and Labelling Act 303
Venezuela: Import restrictions 304

INDEX TO STATISTICS 307

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS etc., see page 308.

Front cover photograph

BOAC are just one of the many international airlines who use the City of Manchester Airport and who carried some of the 1,469,311 passengers and 37,049 short tons of freight during 1966. Manchester is a natural centre for trade and industry, and is within easy access to much of the United Kingdom's most varied and appealing countryside.



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COMMERCIAL SERVICES FOR EXPORTERS – 16 (Concluded)

The role of the British National Export Council

By P. F. D. Tennant, CMG, OBE, Director General, British National Export Council

MORE PRACTICAL HELP to the British exporter or would-be exporter is available today than ever before. The banks, the CBI, the Chambers of Commerce, and Trade Associations, as well as many other public and private organizations are all now playing a very active part in leading the newcomer into new markets and in informing and assisting old campaigners on whose efforts so much of Britain's present first-class showing in exports has been dependent. Most of these organizations and special services have explained their roles in previous articles in this series.

In addition, there is the British National Export Council. What does BNEC do, what does it represent and how does it fit into the overall structure? To these questions I think some of the following answers can be given.

In the first place, because of its structure and terms of reference, BNEC is particularly qualified to do two important things – co-ordinate existing effort and act as a catalyst in seeking out new approaches to the export problem. Industry, on the one hand, needs increasingly to switch more of its production and sales techniques to overseas markets, because that is where profits can be made, and to base its growth on international marketing and not on home sales alone; Government, on the other hand, needs to encourage and assist this process in order to balance the national budget. BNEC can help both.

Global brief for exports

BNEC is rather a special kind of body, the first of its kind with a global brief for exports. In practice it is a happy combination of a ginger group and a steering committee. To keep the overall export effort under constant review; to try to ensure that the right efforts are made in the right places; and to encourage, inspire and provide help wherever an obstacle needs to be shifted or an opportunity spotlighted – these are its aims.

This work it is able to do because it has both industry and Government support to call upon. Finance for the Council's tasks is supplied by its sponsors in private industry, commerce, banking and the TUC and by a matching grant from Government. This dual support gives us unusual freedom of action and has proved a source of strength. The time and experience given voluntarily by hundreds of businessmen and their firms to its efforts are a priceless asset which cannot be quantified nor could it ever be bought even if a price tag were set on it.

A little history may, I think, be here in order. Basically a good deal of our present method of work, now being extended and improved as time goes on, was derived from the experience of the Export Council for Europe, started in November 1960 and now incorporated within the present larger body. There have, of course, been export councils in the past, set up to deal with problems in specific areas. The best-known pioneer in this field was the Dollar Export Council, established in 1949 and directed with conspicuous success by the late Lord Rootes, at a time when gigantic war expenditure had led to a dollar gap which Britain had to bridge. The Council for Middle East Trade was yet another forerunner, as was the Western Hemisphere Exports Council into which the Dollar Export Council developed.

All these, and some others, are now under one roof and one centralized direction covering the markets of the world. Lord McFadzean, who had set up the Export Council for Europe and was its first chairman, was asked in July 1964 to establish the present body, of which he was first chairman and is now president. As then planned, and now organized, BNEC's structure falls into two main parts, one of which might be described as strategic; the other tactical. The activities of both are closely interlocked.

BNEC comprises a central council and 12 area bodies, each of which has a maximum autonomy in tackling its tasks. There is no common pattern in the tactics employed, since each of the areas has its own problems – and opportunities – differing from the rest. There is a common identity and purpose, but maximum flexibility of method. Though BNEC could not function without its regional arms, which are its strength, these in turn would be hampered in their vital task without the support of the central body. So that the area council and committees may carry out their tasks with minimum administrative delay, co-ordination, finance and other supporting services are supplied centrally. These include information and publicity, and the all-important and all-embracing subject of communications.

Hand-picked business representatives

Both BNEC's Council and those of its area bodies are composed of hand-picked businessmen with wide experience and knowledge who are devoting much of their time to this national cause on a voluntary basis. In all, nearly 200 are giving their services inside the organization, together with officials from the Foreign Office, Commonwealth Office and the Board of Trade. The areas are Western Europe, the Middle East, Canada, the United States, Latin America, Australia, Africa, Asia, the Caribbean, New Zealand, Israel and Southern Africa. Between them these cover over 90 per cent of Britain's export markets. BNEC also maintains a close working relationship with two other bodies, the Sino-British Trade Council and the East European Trade Council, which operate separately because they are concerned with imports as well as exports.

It will be seen at once that one of the most vital of BNEC's special advantages is its intimate relationship with industry. It is the businessmen who hold the ultimate key to the export problem – they are the men who do the job and without whom no council or advisory body could act effectively.

The forum of all the major interests involved in exports throughout the entire country, brought together under the umbrella of BNEC, provides an exceedingly powerful machine, able to consider the vital issues which affect every man, woman and child in the United Kingdom. While it gives priority to increasing our

earnings in the major industrial markets of the world where the immediate benefits for our balance of payments are greatest, it is concerned also with the need for increasing our markets in the developing countries. It is involved with such problems as major capital goods contracts overseas; targeting and exploiting opportunities offered by new and old markets; the profitability of exporting; how to persuade those not taking advantage of new openings to break into the export market; what help the established exporter can give to the non-exporter who is prepared to try his hand; ways and means of increasing our visible earnings overseas as distinct from the direct sale of goods – these are but some of the many problems which are receiving constant and expert attention through BNEC.

Because of its strong roots in industry, and acknowledged status in official discussions BNEC is able to perform other important functions, notably in liaison with such bodies as the Confederation of British Industry (which is one of our sponsors), the EDC's, the National Marketing Council, the British Productivity Council, Chambers of Commerce, the Council of Industrial Design and the Trades Union Congress, both where policy is to be determined and where specific action is called for.

BNEC has also played its part in the development of new instruments and plans, such as the setting up of the National Marketing Council and the British Overseas Engineering Services Bureau, and the Harvard scheme for training British business executives which is being extended this year.

Two other activities which have been notably successful are the organization of inward and outward trade missions and responsibility, shared with the Board of Trade, for the planning and staging of British Weeks and Trade Fairs with British Overseas Fairs Ltd.

Inward and outward missions

BNEC administers the Board of Trade scheme whereby financial assistance is given for inward missions of buyers, and for outward selling missions and overseas market research projects organized by non-trading bodies, such as Chambers of Commerce and trade associations. Missions to or from virtually every part of the world are currently running at the rate of well over 200 each year. Sample examinations of the cost effectiveness of these missions are sufficiently convincing to satisfy me that the taxpayer is getting a good return on the small amount of public money expended.

British Weeks are organized with the area council or committee concerned – Düsseldorf, Denmark, Amsterdam, Milan and Lyons, and this year Brussels – with the Export Council for Europe; Hong Kong in 1966 with the Committee for Asia; and Toronto this year with the Committee for Canada. At the same time BNEC's Overseas Promotions Committee is the focal point for co-ordinating the world-wide programme of major overseas promotions at national level. In addition to British Weeks these include Fairs, Exhibitions and Store Promotions.

BNEC does not claim to be a substitute for other organizations or Government departments, but it helps to make their efforts more effective. It is a task in which we can all share, for we are all increasingly involved both in doing the job and in receiving the benefit. The best incentive to greater exporting is practical help on the one hand and on the other the recognition that exporting makes life more worth living for all of us as well as for the firms that are doing the job.

One of my own personal convictions is that one of the best aids to export would be to abolish the word and concept 'export', which is regarded as very out-of-date by many industrial trading companies these days. They no longer talk of exports, they operate in world markets, of which the home market is one part, and they describe their activities as international marketing. The invention of new words like 'marketing' can, of course, merely lead to new fads and fashions and phoney professions and be as misleading as the connotation of anglicized French words such as le shampooing, le footing, le removing, le dressing, le smoking, le dancing, and le grand standing. But, however allergic one may be to meaningless new words which may very well merely be trying to give an air of respectability to something which has become threadbare and hackneyed and formalized, the word 'marketing' covers a new concept and a new and refreshing attitude to business life. It is getting away from the concept of the market being the place to which the buyer comes and where the seller sits cross-legged in his bazaar and sells his products for his own satisfaction rather than the satisfaction of the customer. It is a dynamic concept of business in which the customer and the market determine the product and its design, the object being to sell to the customer what he wants and not to foist off on him what you think he should have because you produce it.

You accept that the customer is always right, however wrong you think he may be, and your whole activity is based on discovering his needs and satisfying them to your own profit by designing and producing your product at the right quality and price and selling it with the proper distribution arrangements, the proper support of advertising and customer service.

The 'marketing' approach, applied to world markets and not by making a distinction between home and export markets, is the best assurance of profitable business in competition with other exporting countries overseas and in our home market. BNEC, although marked by the word export in its title, is concerned to further the professional approach to profitable international marketing.

Previous articles in this series:

		1966
Banking	–	**April 29**
The work of chambers of commerce	–	**May 20**
Insurance	–	**May 27**
Confederation of British Industry	–	**June 24**
Council of Industrial Design	–	**July 15**
The role of export houses	–	**August 5**
Packaging in export	–	**October 7**
Commercial libraries	–	**November 4**
Languages for industry and commerce	–	**November 18**
Education for export	–	**December 2**
		1967
The shipping and forwarding agent	–	**February 17**
What advertising offers	–	**March 3**
How public relations can service the exporter	–	**April 7**
How market research can help the British exporter	–	**June 23**
International marketing – an end to exhortation	–	**July 21**

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Baily, London, E.C.4 (Tel. 01-248 5757).

Revised insurance supervision legislation now in force

On receiving the Royal Assent the Companies Act 1967 came into force on July 28. Part II makes extensive and important amendments and additions to the Insurance Companies Act 1958 and the two Acts have now to be read together as the Insurance Companies Act 1958-1967. This article summarizes the main provisions of the combined Acts so as to clarify the new situation; it does not, of course, make it unnecessary to refer to the actual texts on points of detail. With the exceptions referred to below as transitional provisions the changes come into force at once.

Definitions

ALL TYPES of insurance business (which includes reinsurance) are now supervised. Insurance business is divided into eight classes: industrial assurance; liability; marine, aviation and transport; motor vehicle; ordinary long term; pecuniary loss; personal accident; and property. These classes are redefined in the 1967 Act so as to include the types of insurance which were not brought under supervision by the 1958 Act, but only two whole classes – liability and pecuniary loss – are brought under supervision for the first time.

Liability insurance covers liabilities to third parties other than those arising from the use of motor vehicles, ships or aircraft.

Pecuniary loss insurance covers a variety of risks not directly affecting material property and includes credit, loss of profits and 'pluvius' insurances.

Property insurance is an enlargement of fire insurance to include all other risks affecting material property other than goods in transit and the various means of transport.

Ordinary long term insurance is an enlargement of life assurance to include long term accident and sickness insurance and capital redemption business.

Industrial assurance and ordinary long-term together constitute long-term business, all the other classes together are referred to as general business.

Eligibility to carry on insurance

Insurance business as so defined may be carried on in Great Britain only by (i) an incorporated company or a society registered under the Industrial and Provident Societies Act 1965, (ii) an unincorporated body which was engaged in insurance business immediately prior to November 3, 1966, (iii) a registered friendly society or trade union, or (iv) a member of Lloyd's or any other approved association of underwriters. (For convenience the first two of these categories are in general referred to later in this article simply as 'companies'. Where only the first category is meant, it is referred to as 'incorporated companies'.) For industrial assurance only an incorporated company or a society registered under either the Friendly Societies Acts 1896-1955 or the Industrial and Provident Societies Act 1965, is eligible. A company may be one incorporated outside Great Britain.

Authorization

Incorporated companies and unincorporated bodies are authorized by the 1967 Act to continue to carry on those classes of insurance business in which they were engaged immediately before November 3, 1966. If they wish to engage in additional classes they must seek an authorization from the Board of Trade.

Other incorporated companies which wish to commence insurance business of any of the defined classes in the future will have to apply first for authorization in the desired class. This applies also to companies which have commenced any class of insurance between November 3, 1966 and July 28, 1967 inclusive, although these are permitted to discharge liabilities incurred during that period. No provision is made for the authorization of unincorporated bodies which were not carrying on any class of insurance before November 3, 1966.

Friendly society and trade union insurance activities are subject to other legislation and do not require authorization by the Board of Trade. Admission to membership and the activities of members of associations of underwriters are regulated by internal controls approved by the Board of Trade; these do not, therefore, require separate authorization.

Superannuation allowances and annuities payable out of any fund applicable only to a particular profession, trade or employment are not included in either of the classes of long term business and such funds, however constituted, do not, therefore, require authorization by the Board of Trade.

Applications for authorization

The issue of an authorization is at the discretion of the Board of Trade, but the Board must be satisfied as to the company's financial resources, its reinsurance arrangements and the fitness of the persons who will control and manage the business to be associated with an insurance company. The minimum initial resources stipulated comprise a paid up share capital of £100,000 and an excess of assets over liabilities of £50,000. This last amount is also required in the case of a company or unincorporated body which does not have a share capital. In the case of a company carrying on general business the £50,000 of free assets must be maintained intact throughout the first year of business and until such time as a greater amount is required as a solvency margin related to the company's scale of business. A company which is already carrying on one or more classes of general business (whether within Great Britain or elsewhere) at the time of application for authorization must show that it has the appropriate solvency margin (see below). A questionnaire obtainable from the Board of Trade must be completed by applicants for authorization. Companies which wish to undertake only a limited category of risks within one of the defined classes or to insure only a limited category of persons may be given a correspondingly limited authorization and the financial requirements may be modified in their case. There is no prohibition on a company carrying on both long term and general business but the funds of the long term business must be kept separate from those of the general business and if both classes of long term business – ordinary long term and industrial assurance – are carried on their funds must be kept separate from each other.

Initial requirements

Certain requirements may be imposed by the Board of Trade when it issues an authorization; these may be maintained for five years following the authorization or varied or rescinded at any time during that period. They may include (i) the avoidance of investments of specified kinds; (ii) the maintenance in the United Kingdom of assets sufficient to cover the liabilities there (iii) the placing of a specified proportion of those assets in approved custody from which withdrawals may be made only with the Board's consent and (iv) the provision of information additional to that required annually of all insurance companies. Since assets required to be held in custody may not be charged by the company as security a requirement of this kind has to be recorded on its public file.

Annual returns

Insurance companies must make annual returns to the Board of Trade in accordance with regulations which prescribe the content of the balance sheet, profit and loss and revenue accounts and certain other statements. The current regulations dated 1950 and 1958 are under review and will be replaced as soon as possible by a new Statutory Instrument in harmony with the provisions of the amended legislation. The Board of Trade have power to modify the requirements of these regulations to adapt them to the circumstances of a particular company and to dispense a company from making public certain of the information if it appears to the Board that this would be harmful.

In addition to the annual returns, a company carrying on long term business is required to have its liabilities valued by an actuary at least once in every three years. The actuary's report and an analysis of the long term business have to be submitted to the Board of Trade and made public.

Solvency margin

A company which carries on general insurance business, whether or not it also carries on long term business, is considered to be insolvent, and a petition may therefore be made for the court to order its winding up, if it does not possess an excess of assets over liabilities, including all prospective and contingent liabilities, of at least the prescribed amount. This amount is £50,000 during the first financial year of the company and at any time thereafter if the general insurance premium income in the preceding financial year did not exceed £250,000. Above that premium income, the required margin is 20 per cent on the first £2½ million and 10 per cent on income over £2½ million. For this purpose the premium income is taken net of reinsurance premiums paid but inclusive of reinsurance premiums received.

The Board of Trade may petition for the winding up of an insurance company if it appears to them that it is insolvent according to the above standard in the case of general insurance business or according to actuarial valuation in the case of long term business.

Intervention by the Board of Trade

In certain circumstances the Board of Trade are empowered to intervene otherwise than by petitioning for winding up. If it appears to the Board at any time that a company's business is being so conducted that there is a risk of it becoming insolvent they may impose requirements of any of the kinds recorded under 'Initial Requirements' above or require the company to take steps to limit its premium income to a specified level. The Board are not required to make public a limitation requirement.

If the Board are not satisfied that the company's reinsurance arrangements are adequate, or that the control and management are in the hands of suitable persons, if the Board are doubtful of the company's solvency or if it has failed to satisfy an obligation under the Acts, the Board may impose a 'restriction' in respect of one or more classes of its business. Such a restriction would prohibit the effecting of new insurance contracts and the renewal of existing ones, but would not relieve the company of its obligations under existing contracts. The making of a restriction requirement must be made public by the Board of Trade.

Ancillary provisions

To facilitate the effective supervision of insurance business the Acts contain a number of ancillary provisions, e.g. requiring notification of changes in control or management; permitting the covering in a single policy of a principal risk and secondary risks of another class without a separate authorization for the latter. Part III of the Companies Act, 1967, enables the Board to call for documents or to send one of its officers to investigate the affairs of any company including an insurance company. The Board of Trade is required to issue an annual report on the working of the Insurance Companies Acts, 1958-67.

Transitional provisions

Although as a general rule the changes made by the 1967 Act come into force immediately, there are a few exceptions.

One group of transitional arrangements covers the case of companies which were, immediately before the passing of the Act, carrying on insurance business only of types not covered by the 1958 Act. Such companies, provided that they do not in the meantime obtain authorization for other clases of insurance, are not required to comply with the new solvency margin requirement for two years or to make returns under the Acts until a date to be appointed by the Board of Trade by Statutory Instrument. Certain of these companies have in their memorandum of association a restriction of their activities to types of insurance not covered by the 1958 Act or by any amendment or extension thereof. They would not lawfully be able to accept any further business after the passing of the 1967 Act until such time as they had passed a special resolution, for which three weeks' notice is necessary. To avoid this difficulty such limitations are made void by the Act.

So far as long-term business is concerned, the reduction from five years to three years of the maximum interval between actuarial valuations is not to take effect for two years. The provisions of the 1958 Act relating to the separation of funds and the procedure to be followed for amalgamation or transfer are not to apply for one year to types of insurance (e.g. long-term sickness) now brought into the long-term class for the first time.

For a period not exceeding the next two years the Board of Trade may direct that a company carrying on general business may have a smaller solvency margin than is required by the 1967 Act.

Industrial assurance

Industrial assurance business is defined in the Industrial Assurance Act, 1923, as assurance upon human life, the premiums for which are collected at intervals of less than two months by collectors. It is written both by companies, either alone or with other classes of business, and by a special group of Friendly Societies called Collecting Societies. In general the same requirements and powers apply to industrial assurance companies as apply to others insurance companies and the same requirements and powers apply to collecting societies as apply to other Friendly Societies, but the Industrial Assurance Commissioner is responsible for the exercise of these powers in relation to both industrial assurance companies and collecting societies. Moreover the Commissioner has certain additional powers and responsibilities arising from the more detailed control in the Industrial Assurance legislation of the conduct of industrial assurance business.

Northern Ireland, etc.

The Insurance Companies Acts, 1958-67, do not apply to Northern Ireland, the Isle of Man or the Channel Islands, but the Industrial Assurance legislation does extend to the Isle of Man and the Channel Islands.

Further information

Interpretation of the Acts is of course the responsibility of the courts, but the Insurance and Companies Department of the Board of Trade, 20 Great Smith Street, S.W.1 (Tel. 01-222 7877, Ext. 2981), will be pleased to give further information regarding the Insurance Companies Act, 1958, Part II of the Companies Act, 1967, and the regulations thereunder. The texts of these documents are obtainable from HMSO.

List of Bonded Warehouses (other than Hydrocarbon Oil Warehouses)

THE COMMISSIONERS of Customs and Excise have revised and reprinted the List of Bonded Warehouses (other than Hydrocarbon Oil Warehouses). It will be published in loose leaf form complete with a Loxon-type loose leaf binder with light green covers, and will be available on sale from Government bookshops of Her Majesty's Stationery Office or through any bookseller, price £1 3s. 6d., from August 7, 1967.

Investment grants for mining works

MR. DOUGLAS JAY, President of the Board of Trade, announced in answer to a Parliamentary Question on July 26 that the Board of Trade have completed their discussions with industry about the detailed arrangements for the administration of investment grants for mining works. Copies of the application form (IG/9) for mining works grants and of explanatory material will be available in the five Investment Grant Offices on September 1, 1967. From that date the offices will accept claims for grant on expenditure incurred on mining works from January 17 to December 31, 1966, and the payment of grants will begin as from October 1, 1967.

Notes:

The Board of Trade have power under Section 6 of the Industrial Development Act, 1966, to make grants on mining works provided by the extractive industries. Grants for plant and machinery provided by these industries are already being made under Section 1 of the Act.

The scheme applies to mining and quarrying in Great Britain and to drilling for oil and gas in the North Sea.

There are five Investment Grant Offices, situated at Southend, Cardiff, Liverpool, Billingham and Glasgow. Their addresses are given below.

Claims in respect of works provided in any area designated under Section 1(7) of the Continental Shelf Act, 1964, should be sent to the office at *Liverpool*. All other claims should be sent to the office in whose area the works are situated.

Board of Trade, Investment Grants Office, Colman House, Victoria Avenue, Southend-on-Sea. Tel. No. Southend (STD 0702) 41341 or 41362.

Board of Trade, Investment Grants Office, 24-26 Newport Road, Cardiff. Tel. No. Cardiff (STD 0222) 42611.

Board of Trade, Investment Grants Office, Seafield House, Waterloo Road, Seaforth, Crosby, Liverpool 21. Tel. No. Liverpool (STD 051) 928-7171.

Board of Trade, Investment Grants Office, West Precinct, Town Centre, Billingham, Co. Durham. Tel. No. Stockton (STD 0642) 53677.

Board of Trade, Investment Grants Office, Magnet House, Waterloo Street, Glasgow C2. Tel. No. Glasgow (STD 041) 221-9833.

BOT committee on investment grants

IN ANSWER to a Parliamentary Question on July 28, Mr. Douglas Jay, President of the Board of Trade, announced that he proposed to appoint a committee with the following terms of reference: 'To advise the Board of Trade on such general questions of administration of investment grants under Part I of the Industrial Development Act, 1966, as the Board may refer to it.'

He was pleased to say that Mr. J. N. R. Barber had accepted his invitation to serve as chairman of the committee, and the following to serve as members: Mr. W. H. Boardman, Mr. F. H. Brittenden, Mr. C. J. Crowe, Mr. A. W. Gadsdon, Mr. J. Mitchell, Mr. D. S. Morpeth, Mr. H. N. Norris and Mr. N. Vinson.

Notes:

Section II of the Industrial Development Act, 1966, requires the Board of Trade to appoint one or more committees for the purpose of advising the Board of Trade on the administration of investment grants.

The President said that he proposed to appoint one committee only in the first instance.

The committee will be concerned with the administration of the Act as it stands. It will not consider issues of general policy such as changes in the rate of grant or in the broad fields of activity which should be eligible for grant. Representations on such matters can continue to be made to the Government in the usual way. Nor will the committee be in any sense a court of appeal dealing with individual cases.

The chairman and members will be appointed in their personal capacity and not as representatives of any particular industrial interests. The members are, however, drawn from a wide range of industries covered by the investment grants scheme.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Weilbar House, Gallowgate.
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575.
Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
I. W. Stoodley.

South Western Region
The Pithay, Bristol 1.
(Tel. Bristol 21071.
Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

District Office
North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
I. Gray.

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221.
Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171.
Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488. Code: OBE 2. 34488. Telex No. 74578.)
Telex No. 74578.)
H. E. Jones, C.B.E.

Amendment of the Restrictive Trade Practices Act, 1956

ANSWERING a Parliamentary Question on July 28, Mr. Douglas Jay, President of the Board of Trade, announced further details of the proposed legislation to amend the Restrictive Trade Practices legislation. The President's answer was as follows:

'In addition to the specific matters mentioned in my statement on February 28, 1967, I said that I proposed to seek Parliamentary approval for the legislation to be strengthened and extended in a number of ways.

'The principal additional measure for strengthening the Act will be a proposal, as suggested by the Registrar in his most recent report, to make it unlawful to enter into a registrable restrictive agreement without the leave of the Restrictive Practices Court. I shall not propose any new criminal sanctions, but I shall ask for power for the Registrar to seek an injunction on the lines of the provisions of Section 4 of the Resale Prices Act 1964. I have it in mind that unless there was later evidence that an agreement was being operated to the detriment of the public, agreements would not be referred for a full Court hearing after the "leave" hearing.

'My proposals will also include the provision of an additional defence to be made available to parties to a registrable agreement which would allow them to plead before the Restrictive Practices Court that a restriction in an agreement did not restrict or deter competition to a material extent. The definition of the Board of Trade's powers in relation to insignificant agreements in Section 12 of the existing Act would be amended on similar lines.

'I shall also take the opportunity to clarify the law in relation to certain restrictive agreements in the field of agriculture.'

Note:

The President's statement on February 28, was as follows:

'The 1956 Act has made an important contribution to a more competitive climate in British industry and commerce. I have now decided to seek Parliamentary approval for legislation to strengthen and extend the Act in a number of ways and in particular to bring information agreements within its scope. This legislation will not, however, be brought forward during the present Session.

'I shall take this opportunity to seek powers which would enable me to grant temporary exemption from registration under the 1956 Act of agreements which can be shown to be positively beneficial to the national economy. The National Economic Development Council have suggested action on these lines. The exemption procedure would be subject to appropriate safeguards and exemptions would be sparingly granted.'

In his report for the period July 1, 1963, to June 30, 1966, the Registrar of Restrictive Trading Agreements drew attention to weaknesses in the 1956 Act of which the principal ones were:

(a) the absence of an effective sanction against failure to submit an agreement for registration;
(b) the definition of an agreement which must be registered is not wide enough clearly to include all information agreements which can be so operated as to be equivalent to common price agreements;
(c) an agreement, of which the parties have no intention of attempting a defence, can be made and operated for a substantial period, ex hypothesi contrary to the public interest;
(d) the order which can be made when the Court finds an agreement contrary to the public interest may well be too narrow to prevent the parties making another agreement which inhibits competition as much as its predecessor; and
(e) the obligation upon the Registrar to refer all registered agreements to the Court is unnecessary and wasteful in relation to a substantial number of agreements which have been abandoned by the parties before the reference.

The Registrar suggested that these weaknesses could be largely overcome by the addition to the Act of a provision to make it unlawful for any person to enter into a registrable agreement without the leave of the Court. This is the proposal to which the President referred in his reference to the principal measure for strengthening the Act.

Copies of the report (Restrictive Trading Agreements Report of the Registrar: July 1, 1963, to June 30, 1966) (Cmnd. 3188) are available from HMSO, 49 High Holborn, London, W.1, and branches, price 5s. 6d.

The proposed amendment in relation to insignificant agreements will widen the powers of the Board of Trade to exempt such agreements from judicial examination. The Board's present powers are limited to agreements of 'no economic significance'.

Restrictive Trade Practices Act—removal from register of two agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the following two agreements between:

(i) the members of the Norfolk and Suffolk Broads Yacht Owners' Association, relating to standards and conditions of hire; and
(ii) the members of the Locomotive and Allied Manufacturers Association and the Central Electricity Generating Board who have agreed on the terms and conditions on or subject to which the members will supply and the CEGB will acquire locomotives.

Section 12 of the 1956 Act provides that the Board of Trade may, upon representation from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate, and this was done by Mr. George Darling, Minister of State, Board of Trade, on July 27.

Notes:

The agreements to be removed from the Register relate respectively to the following:

(i) the Norfolk and Suffolk Broads Yacht Owners' Association who recommends its members to adopt minimum standards of accommodation and equipment for comfort, health and safety, and conditions of hire of their boats; and
(ii) the members of the Locomotive and Allied Manufacturers' Association and the Central Electricity Generating Board who have agreed on the terms and conditions on or subject to which the members will supply and the CEGB will acquire locomotives. These conditions contain a price variation clause and a clause relating to penalties for late delivery.

Ninety-two directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* on April 21, 1967 (page 991)

Consideration of mergers by BoT

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed merger between British Visqueen Ltd. and Anglo-American Plastics Ltd. to the Monopolies Commission under the provisions of that Act.

Bank Holiday dates in 1970

IN REPLY to a Question in the House on July 28, Mr. Douglas Jay, President of the Board of Trade, said that the late Spring Bank Holiday in 1970 will be on May 25. This applies to Scotland as well as to England and Wales. The August Bank Holiday in Scotland will remain on the first Monday of the month, August 3, but in England and Wales the date will be changed to August 31.

Notes:

The dates of the Spring and Summer Bank Holidays from 1967 to 1969 had already been announced. These dates together with those for 1970 are as follows:

	Spring Holiday	Summer Holiday
1967	May 29	August 28
1968	June 3	September 2
1969	May 26	September 1 (August 4 in Scotland)
1970	May 25	August 31 (August 3 in Scotland)

The Stockholm Conference

THE STOCKHOLM CONFERENCE on intellectual property ended on July 14 after five weeks' work. HM Government signed a revised text of the Industrial Property Convention, the main substantive change in which provides for convention priority on inventors' certificates and hence puts the seal on Russian accession to the Convention. It also signed a new Convention creating a 'World Intellectual Property Organization'.

It did not, however, sign the revised text of the Berne Copyright Convention. The changes in the Convention proper, brought it, in a number of respects, closer to United Kingdom ideas, e.g. on copyright in films, and involve only minor changes in our law. However, the text contains a protocol permitting member countries which are 'developing' by United Nations standards, to issue compulsory licences to translate and publish works, on payment to the copyright owner, but without his prior consent.

The question at Stockholm which arose with regard to the additional protocol, was not whether the 'developing' countries should be free to do this, but whether they should be free to do it *and be members of the Berne Convention.*

The great majority of member countries, developed and developing alike, felt that they should. Their reasoning was that, if not so free the developing countries would either leave, or not join, the Convention (thus leaving themselves without any of its obligations to protect copyright) and that it was better to have them in the international copyright fold than outside it. The British Government disagreed, feeling that a protocol, which even as this is, is supposed to be temporary, carries dangers for the future of international copyright, and that it was wrong to set an international seal of respectability on this diminution of the rights of copyright owners. It did not, however, think it right to exercise a veto to prevent what almost everyone else seemed to want. In the view of the Government, this country's interests, copyright and otherwise, would have been worse rather than better off, had we done so.

It should be remembered that the English speaking developing countries of Africa are not, at the moment, members of the Berne Convention and have no obligations under it. So far as existing members are concerned, those interested in British works are mainly in Asia – particularly India.

Committee to examine the patent system and patent law

IN REPLY to a Parliamentary Question, Mr. Douglas Jay, President of the Board of Trade, announced on July 28 the membership of the Departmental Committee appointed to examine the report on the British patent system and patent law.

The President said: 'As announced on May 10, Mr. Maurice Banks has agreed to act as chairman. The other members who have agreed to serve are: Mr. P. J. Stuart Bevan, Mr. I. C. Duckworth, Mr. G. D. Everington, Mr. D. Gladwin, Mr. A. W. Mallinson, Mr. H. R. Mathys, TD, Mr. C. W. Morle, Mr. A. Silberston and Professor F. C. Williams, CBE, FRS, MIEE, FIRE.

'Mr. P. J. Stuart Bevan will act as deputy chairman.

'The Comptroller-General of the Patent Office will be available to assist the committee.'

Notes:

The President announced on May 10 that he proposed to set up a committee to conduct a full review of the British patent system.

The terms of reference of the committee are: 'To examine and report with recommendations upon the British patent system and patent law, in the light of the increasing need for international collaboration in patent matters, and, in particular, of the United Kingdom Government's intention to ratify the recent Council of Europe Convention on patent laws.'

At the same time the President announced the appointment of a Standing Committee to advise the Board of Trade on questions about international collaboration on patents which require urgent consideration while the Departmental Committee is engaged on the longer-term review.

As previously announced, Mr. Mathys is chairman of the Advisory Committee and is also a member of the Departmental Committee.

Lady Elliot, chairman of the Consumer Council, presented the first two Teltag licences for floor rugs on July 25, 1967 to Mr. Richard Field (left), managing director of Edwin Field and Sons Ltd., and to Mr. G. Hinchcliffe (right), director of Woodhouse Mills Ltd. Details of the Teltag scheme are among the highlights of 1966 dealt with in the Consumer Council's Annual Report for 1966/67, published on July 31 and obtainable from HMSO at 3s.

Voluntary Estate Agents Council

IN REPLY to a question in the House on July 27 Mr. Douglas Jay, MP, President of the Board of Trade, said that he intends to nominate the following as members of the council which the 10 principal societies of estate agents are proposing to set up: Mr. John Hughes, Mr. Duncan S. Miller, Mr. Gordon W. Provis.

They will represent estate agents who are not members of the larger societies.

Notes:

The 10 principal societies are proposing to set up a council with a constitution and functions as close as possible to those of the statutory body provided for in the Private Members Bill introduced in the last Parliament.

The President of the Board of Trade has agreed to nominate seven independent members and three estate agents who do not belong to the larger societies, and to nominate the chairman from among the members of the council. The President announced on March 13 that he intended to appoint Sir Ronald German, KCB, CMG, a former Director-General of the GPO as chairman, and on June 29 that he intended to nominate the following as independent members: Mr. Ivor V. Cassam, Mr. C. H. Charlesworth, Mr. Aubrey L. Diamond, Mr. G. B. Esslemont, Mr. Glyn Picton, Mrs. Patience Sheard.

The council will lay down minimum standards of competence for estate agents who wish to register with the council. It intends to draw up rules or a code of conduct for estate agents.

The effectiveness of the proposed council will depend to a large extent on the support it receives from the members of the public. The Government have said that they will watch closely how the situation develops after the council has been set up, and would support a Bill designed to deal with any problems remaining.

Mr. John Hughes is president of the Bristol Auctioneers' and Estate Agents' Association; Mr. Duncan S. Miller is a member of the Executive of the Federation of Property Owners and Factors in Scotland, a bailie, magistrate and property agent in Dundee, and Mr. Gordon W. Provis is an auctioneer, surveyor, valuer and estate agent in Manchester.

LETTERS TO THE EDITOR

***Editorial communications should be addressed to the Editor,* Board** of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Steel nationalization—message from Minister of Power on vesting day

THE FOLLOWING vesting day message was sent by Mr. Richard Marsh, Minister of Power, to Lord Melchett, the chairman of the British Steel Corporation, to mark the transfer of the major part of the steel industry to public ownership on July 28:

'The nation today becomes the owner of the greater part of the iron and steel industry. The merger of Britain's 14 major steel companies into a single entity under the control of the British Steel Corporation creates one of the largest industrial organizations in the world with capital assets of £1,400 million, annual sales exceeding £1,000 million, and more than 270,000 employees. The Government's aim in bringing this vast complex into public ownership is not to create an industrial mammoth for its own sake but to promote the greater efficiency which economies of scale of this kind can make possible and to enable this great basic industry to play its proper positive role in national and regional economic planning. Common ownership of the main producing units will make it possible to re-organize our steel companies into the larger groups that are necessary if we are to compete effectively with our competitors overseas.

'This is a difficult time for the steel industry. The world surplus of steel-making capacity has produced a fiercely competitive international market. The financial results of the industry under private ownership have recently been rather disappointing. The steel industry, and the men who work in it, will have to be hard and tough in fighting their way through these difficulties. But the fight will provide new opportunities for both men and managers in achieving and sustaining a viable and progressive industry that ranks among the best in the world. Some hard decisions will be needed, but you can be sure that when these decisions are justified in the national interest the Government will give you full support. I am confident that the British steel industry will rise to this challenge and show our foreign rivals what competition with us really means.

'I have every confidence in the ability of the corporation to take the industry forward, and I wish you and your colleagues and everyone who works in the industry, good luck in tackling the formidable problems which lie ahead.'

The Import Duties (General) (No. 6) Order 1967

THE TREASURY has made the Import Duties (General) (No. 6) Order, 1967.

This Order removes the import duty on (1) broomcorn and broomcorn tops (sorghum vulgare), (2) certain pulpwood chips and (3) hatter's fur.

The Order came into operation on August 3, 1967, and has been published as Statutory Instruments, 1967, No. 1112.

Copies of the Order are obtainable direct from HMSO. Inquiries to Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2546).

The Import Duty Drawbacks (No. 7) Order 1967

THE TREASURY has made the Import Duty Drawbacks (No. 7) Order, 1967.

This Order: (i) provides for the allowance of drawback of import duty on the exportation of abrasive discs made from imported vulcanized fibre, in rolls; and (ii) reduces the rates of drawback of import duty in respect of: (a) certain specified linseed oil and linseed oil goods manufactured from imported linseed or linseed oil, and (b) printers' inks and printing ink base manufactured from imported linseed oil.

The Order came into operation on August 3, 1967, and has been published as Statutory Instruments, 1967, No. 1113.

Copies are obtainable direct from HMSO. Inquiries to Board of Trade, 1 Victoria Street, London, S.W.1 (Hel. 01-222 7877, Ext. 2546).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers, who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 18, 1967.

Tariff heading	Proposed Definition for Tariff Purposes	Applied for as	Exemption required until	Reference
29.28	*tri*Sodium hydrogen, 4, 5-dihydroxy-3, 5-di-(2-sulphophenylazo) naphthalene-2,7-disulphonate.	4,5-Dihydroxy-3,6-di-(phenyl aza sulphonyl) naphthalene-2,7-disulphonic acid, trisodium salt.	December 31, 1967	13006

NOTE: *Withdrawal of applications:*
Interested parties will wish to know that the applications for temporary exemption from import duty of Triethanolammonium chloride (29.23) published on May 12 (page 1195), *OOO'O'*-Tetrabutyl zinc di(phosphorodithioate) (29.21) and Nifenazone (29.35) published on June 23 (page 1610) in the *Board of Trade Journal* have been withdrawn.

Application for removal of import duty on certain botanical drugs

THE *Board of Trade* give notice that they are considering an application for removal of the import duty on certain botanical drugs, ex Tariff sub-headings 12.07(E)(2) and 13.02(C).

A statement of the applicant's case will be made available to interested parties, who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than August 21, 1967.

List of drugs covered by application for removal of import duty

Agrimony Herb
Aletris Root
Angelica Root
Balmony Herbs and Leaves
Bayberry Bark
Belladonna Leaves and Herbs
Beth Root
Black Cohosh Root
Black Haw Bark
Blue Cohosh Root
Blood Root
Boneset Herb
Calamus Rhizome
Comfrey Leaves and Roots
Cubeb Berries
Drosera
Echinacea Root
Elder Leaves and Flowers
Euonymus Bark
Fringe Tree Bark
Galanga Root
Gum Euphorbium
Henbane (including Hyoscyamus Niger)
Lavender Flowers
Lime Tree Flowers
Marshmallow Leaves and Roots
Nux Vomica Seeds
Pleurisy Root
Prickly Ash Bark and Berries
Quince Seeds
Rhus Aromaticus
Senega Root

Rubber and plastics processing industry

MR. RAY GUNTER, Minister of Labour, on July 27 laid before Parliament an Order constituting the industrial training board for the rubber and plastics processing industry. This is the twentieth board to be set up under the Industrial Training Act, 1964. It will come into operation on August 9, 1967.

Lord Walston speaks on trade with South Africa

SPEAKING AT the luncheon of the United Kingdom South Africa Trade Association Ltd. in London on July 24, Lord Walston, Parliamentary Secretary, Board of Trade, said:

'There is no point in disguising the fact that in some important respects Her Majesty's Government and the Government of South Africa have widely divergent views. In the view of Her Majesty's Government and a very large section of the British people, some aspects of the racial policies pursued in the Republic of South Africa are misconceived. This, however, should not and does not affect our relations in the field of trade. Neither in Britain nor in South Africa have these political differences been allowed to prevent the development of our mutual trade from which the peoples of both countries can only derive benefit. We have never subscribed to the view that one should do business only with those people having policies similar to ours. Indeed, if we were to do that, our world trade would be severely hampered. As it is we trade with virtually every country in the world, and we trade with countries having widely different forms of government, ranging from the extreme left to the extreme right of the political spectrum. The more trade that we can do with South Africa, consistent with our obligations as a founder member and wholehearted supporter of the United Nations, the better. I am glad to say that the record of the success of our two countries in this field is good. In 1966, we supplied South Africa with 27 per cent of her total imports compared with our nearest competitors, the United States, West Germany and Japan, who supplied respectively 17 per cent, 10 per cent and 5 per cent, while in the same year we took from South Africa £191 million worth of goods, 6 per cent up on 1965. In all, we take about 30 per cent of South Africa's exports. The provisional figures for the first six months of this year are even more encouraging. Our total exports amounted to £144 million, or 33 per cent above the corresponding 1966 figure; while imports from South Africa were £115 million, nearly 12 per cent above the 1966 figure. This is a trend which I hope and believe will continue. It is good for the economy and therefore for the inhabitants of both countries; and I firmly hope that as trading contacts between our two countries develop so will the matters which divide us diminish and eventually our political as well as our economic aims will come closer together.'

British boatbuilders off to US

BRITAIN'S BOATBUILDERS, who are finding a lucrative market in the United States, will be sending their third trade mission there from October 2 to 19 this year.

Seventeen companies, covering nearly all aspects of the boatbuilding industry in Britain, will be represented. The itinerary is Boston, Seattle, Los Angeles and Baltimore.

The mission is being organized by The Ship and Boat Builders' National Federation under the auspices of the British National Exports Council.

Mr. Tom Webb, chief executive of the Federation, says: 'The value of these missions to the States can be gauged from the fact that several companies who sent representatives on the two previous missions are sending them again. It is such a vast market for boats and boating equipment that a small fraction of it would be very valuable to us. I still feel the real breakthrough has yet to come.'

New chairman for British Export Houses Association

MR. PETER ADAM, chairman of Adam and Harvey Limited, has been elected chairman of the Council of the British Export Houses Association for 1967/68. Deputy chairmen appointed to be responsible for regions, merchants, finance and confirming interests respectively were, Mr. J. G. W. Hopton (Scholefield Goodman and Sons Limited), Mr. R. G. Scriven (Scriven Brothers Limited), Mr. C. R. P. Wald (Exporters Refinance Corporation Limited), and Mr. A. E. Wortley (Tozer, Kemsley and Millbourn Limited).

An article 'With the help of an export house' by Mr. V. R. B. Smallwood, director of the British Export Houses Association, was published as No. 6 in the series 'Commercial Services for Exporters' in the *Board of Trade Journal* of August 5, 1966.

New member of BNEC South Africa

THE BRITISH NATIONAL EXPORT COUNCIL announce that Mr. R. D. Taylor, joint managing director Hawker Siddeley Electric (Export) Ltd., has been appointed a member of BNEC South Africa Committee by the chairman, Mr. W. E. Luke.

Among the visitors to the 'Britain is Great' exhibition at Selfridges' department store in London last week were Lord Walston, Parliamentary Secretary, Board of Trade, and Mr. A. B. Savage, Director of the Board of Trade's British Weeks and Store Promotions Directorate. In the picture on the left, Lord Walston tries hand-painting an Irish linen tablecloth on the 'Old Bleach' stand. Second from left is Mr. E. A. McLean, managing director of Selfridges. In the picture on the right, Mr. Arthur Savage (left) and Mr. McLean are watching a make-up demonstration by Max Factor's international make-up artist Italo Fava. Max Factor exports to more than 90 countries.

New ECGD guarantees for open account financing

THE Export Credits Guarantee Department's new scheme for guaranteeing the financing of short-term export transactions on open account (foreshadowed by the President of the Board of Trade during the Budget Debate) has been agreed with the London Clearing and Scottish Banks. ECGD are now sending out the first invitations to eligible policyholders.

The new scheme will enable exporters to obtain finance at bank rate (minimum 4½ per cent) for CAD business and for open account business on up to six months' credit. It complements the bill scheme introduced last year by ECGD under which they give guarantees to banks in respect of export credit from 30 days to two years secured by buyer's bills or notes. As in the bill scheme exports from third countries are ineligible.

Under the new scheme, the bank advances money to the exporter under ECGD's guarantee. These advances will be for 90 per cent of the net invoice amount of insured exports from the United Kingdom within a borrowing limit specified by ECGD. The exporter warrants that the goods have been exported and that the transaction is insured with ECGD and produces a copy invoice showing the terms of payment and acceptable evidence of export. Against each advance the exporter gives the bank a promissory note with an appropriate repayment date, namely, the last day of the month in which payment by the buyer is due. (In determining the month of repayment where terms are CAD or where credit runs from arrival of the goods, up to one month will be allowed for shipping or taking up goods.) The bank will charge 10s. per note handled, but advances whose due dates of repayment fall within the same calendar month may be covered by a single promissory note. Should the exporter fail to honour his note, ECGD pay the bank and in turn take recourse to the exporter.

The new scheme differs from previous bank guarantee schemes in that in the absence of buyer's bills or notes the finance provided by the bank is with recourse to the exporter. The exporter's obligation to repay hs bank is independent of the actual date on which he may receive payment from the overseas buyer. ECGD's guarantee to the bank is a guarantee that the exporter will repay the sums borrowed. ECGD for their part must be satisfied that the exporter can meet this commitment before they will give his bank a guarantee. As under the bill scheme, exporters will be charged premium at the rate of ⅛ per cent annually on the amount of the borrowing limit agreed.

In order to spread out the handling of applications, ECGD will be issuing invitations in stages to exporters who have been policyholders for the preceding 12 months. The first batch of invitations is being sent now to policyholders with the largest amount of insured business.

ECGD backs £1.9 million bulk carrier contract for Norway

THE EXPORT CREDITS GUARANTEE Department signed a Financial Guarantee on July 26 covering the financing of a 46,000 tons deadweight bulk carrier worth approximately £1.9 million for Thor Dahls Hvalfangerselskap Aktieselskapet of Sandefjord, Norway.

The vessel, the order for which was placed originally in September 1965, is due for immediate delivery and has been built by the Furness Shipbuilding Company Ltd. of Tees-side.

The loan is for about £1.35 million, will be managed by Hambros Bank Ltd., acting on behalf of Lloyds Bank Ltd. and themselves, and is repayable over a period of 10 years.

Three major trade missions from UK due in Hong Kong soon

THE LONDON CHAMBER of Commerce recently announced (see *Board of Trade Journal*, July 14, page 81) that they were sending a 25-member working mission to Hong Kong in October. At a press conference held in the British Trade Commission, Hong Kong, on July 18, Mr. B. Thorne, Acting Principal Trade Commissioner, announced that in addition to the London Chamber of Commerce his office was making arrangements for two further major trade missions – one from Scotland and one from Birmingham – to visit the Colony in the autumn. He described this as a striking demonstration of faith in the economic future of the Colony. As far as British industrialists are concerned he said this shows that they realise that it is 'work as usual' in Hong Kong.

Mr. B. Thorne, Acting Principal Trade Commissioner in Hong Kong, answering questions at a press conference held to announce the three British Trade Commissions expected in Hong Kong in the autumn. These are the all-Scottish Mission led by Lord Clydesmuir from September 25 to October 3; the London Chamber of Commerce Mission from October 15 to 22; and the Birmingham Chamber of Commerce and Industry Mission which will be in the Colony at the same time as the London Mission. From left to right are Mr. Michael Page, press officer of the Trade Development Council; Mrs. F. Hsiung, senior trade officer of the Commerce and Industry Department of the Hong Kong Government; Mr. B. Thorne; Mr. Alex Sun of the Federation of Hong Kong Industries; and Mr. Terry Tang, secretary of the Chinese Manufacturers' Association of Hong Kong.

Proposals for these three important groups of British businessmen to visit Hong Kong were made several months ago and the programmes for their visits are advanced. Mr. Thorne said it was hoped that during their stay in the Colony these missions would strengthen trade links between British industry and the Colony. All three regions which they represent, Scotland, Birmingham and London, were among the principal industrial areas in Britain and the delegates would represent a wide and very representative cross-section of British business. Several of the delegates had visited Hong Kong before but for many this would be a new experience. Some were already represented in the Colony and already did considerable business which they intended to increase but for many of the others this was an opportunity to see for themselves the prospects of the Hong Kong market and to appoint agents. The British Trade Commission was arranging appointments with prospective agents. Plans were also being made to hold a preview of the wide range of goods produced by the group members. This would take the form of an exhibition of samples of their products at the Trade Commission and Hong Kong businessmen would be invited to come and see the trading opportunities that exist for them.

The first of the missions will actually come from Scotland and is due to arrive on September 25 and stay until October 3. This is the first all-Scottish mission ever to visit Hong Kong. About 30 industrialists and exporters are expected in the group although numbers are not yet definite. The mission will come straight from Britain but will also visit Japan.

Later on in October two missions, one each from the Chambers of Commerce of London and Birmingham will be in the Colony at the same time from October 15 to 22. There will be approximately 25 members in the London group which will come from the United Kingdom and will also go on to Japan. The Birmingham group of about 12 members will arrive from Manila and Bangkok and return to Britain from the Colony.

Computer control of purchase tax collection

HM CUSTOMS AND EXCISE announce that they have just despatched to traders the first batch of computer-prepared returns for purchase tax. This results from the transfer of much of the routine work of accounting for the tax to the Department's LEO III computer at Southend.

The new computer system is designed to make substantial savings in the administrative costs of controlling the collection of the £600 million yield from purchase tax.

A record of every trader who is required to account for purchase tax is held on magnetic tape. A computer-printed index of traders used 18 miles of continuous stationery.

The quarterly return forms are prepared by computer, and the whole operation of inserting and sealing in envelopes is performed mechanically by new machinery installed in Southend.

Particulars of the receipt of purchase tax returns and payments of cash are fed into the computer. When payment is overdue the computer generates reminders.

Statistical analyses previously performed clerically are now done by computer.

National Joint Advisory Council

THE NATIONAL Joint Advisory Council met on July 26 under the chairmanship of Mr. Ray Gunter, Minister of Labour.

The council discussed the measures that might be taken to increase supplies of skilled labour to meet the additional needs likely to arise as more industry expands in or moves to the development areas as a result of the Regional Employment Premium. It was recognized that the work of the Industrial Training Boards and the separate Government schemes would help to stimulate the provision of training at all levels in firms in these areas as elsewhere. The council, however, agreed that further steps should be taken to boost apprentice training in development areas They also declared their support for an increase in the amount of upgrading training of adults for skilled jobs, both in Government Training Centres and in industry itself after full consultation between all concerned. Greater flexibility in attitudes to upgrading would materially improve prospects of meeting new demands for skill as they begin to arise, but there must be a proper matching of demand and supply of skilled men.

The Minister explained that the Government were considering plans for a further programme of expansion of Government Training Centres in the years after 1968 when the present expansion was completed (42 centres including 20 in or on the fringe of the development areas by the end of 1968). He promised to consider the various suggestions made by the council.

'New Technology' for July

COMPUTERS AND THEIR FUTURE for the control of continuous processes in industry form the subject of the leading article in the July issue of *New Technology*. Other articles deal with Transatlantic 'brain gain' plans and with co-operation between research organizations and industry which led to the developments of air bearings and the ATOZ yarn process. The 'statistical indicators' feature covers numerically controlled machine tools.

New Technology is published monthly by the Ministry of Technology with the co-operation of the Central Office of Information. It is distributed free to management in industry, commerce and finance, in the worlds of engineering, science and education, and is obtainable on application to the Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1 (Tel. 01-928 2345, Ext. 414).

Investigation under The Companies Act

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165 (B) of The Companies Act, 1948, as amended by The Companies Act 1967, have appointed Mr. Basil Thomas Wigoder, QC, of 1 Dr. Johnson's Buildings, Temple, E.C.4, and Mr. Peter Godfrey, chartered accountant, of 67 Chiswell Street, E.C.1, to investigate the affairs of Pinnock Finance Company (Gt. Britain) Ltd.

Conference to examine future transatlantic tourist traffic

THE BRITISH TRAVEL Association announce that a conference to discuss future trends in transatlantic tourist traffic will be staged in Dublin on October 19 and 20. The conference – organized by the European Travel Commission, the international body which promotes travel to Europe throughout North America and Canada – will follow a similar meeting in New York last November. It is being arranged in co-operation with CanMexUs, the body which promotes travel to Canada, Mexico and the United States throughout Europe.

Metric standard for hexagon socket screws

A NEW British Standard for hexagon socket screws and wrench keys, which has been published recently, is the first of a series of metric fastener standards which have been prepared as a result of the decision to adopt the ISO metric thread system in this country, taken in November 1965.

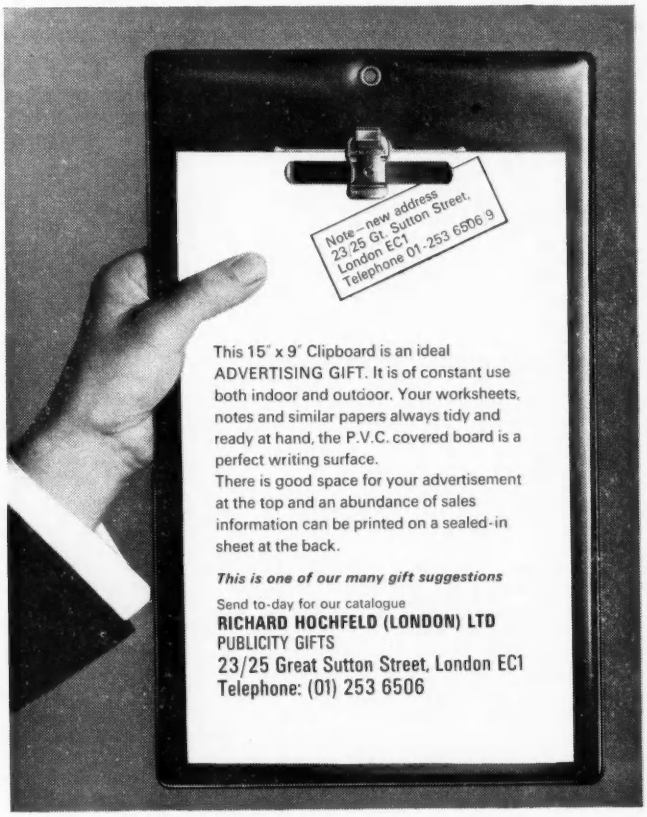
BS 4168: 1967 – *Specification for hexagon socket screws and wrench keys* – gives requirements for cap screws, countersunk head screws, button head screws and set screws, and for wrench keys.

Copies of BS 4168 may be obtained from BSI Sales Office, 101-113 Pentonville Road, London, N.1. Price 10s. each (postage 9d. extra to non-subscribers).

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 84 of July 14 issue.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Aviation and Shipping

Air transport policy

MR. DOUGLAS JAY, President of the Board of Trade, announced in the House of Commons on July 26 that the Government have decided to institute an inquiry into the civil air transport industry.

Mr. Jay said:

'The Government have decided to institute a broadly based inquiry into the civil air transport industry.

'Since the Board of Trade assumed responsibility for the industry a year ago, I have been impressed both by the achievements of the industry and by the problems it faces. There is undoubtedly a feeling of uncertainty about the future of British civil aviation. This has found particular expression in criticism of the present licensing system, with its influence on the structure of the industry. Honourable Members on both sides of the House have shown concern and sought reform.

'Because our civil aviation industry is of great importance, both as an integral part of our system of transport and as an earner of foreign exchange, the Government are anxious that it should be as strong and competitive as possible. Before considering changes affecting the industry, the Government have decided to obtain independent advice. There has been no independent inquiry since the war, and the time has come to take stock. I am, therefore, setting up a Committee with the following terms of reference:

> ' "To inquire into the economic and financial situation and prospects of the British civil air transport industry and into the methods of regulating competition and of licensing currently employed; and to propose, with due attention to other forms of transport in this country, what changes may be desirable to enable the industry to make its full contribution to the development of the economy and to the service and safety of the travelling public."

'While the inquiry must be thorough it is also important that it should be completed quickly. I hope it will be able to make, at any rate, a first report with recommendations in spring 1968. I trust that the industry itself will respond to this opportunity by giving the Committee its full support and co-operation.'

Testing of flying instructors

MR. DOUGLAS JAY, President of the Board of Trade, in reply to a Parliamentary Question in the House of Commons on July 28, announced changes in the arrangements for the testing of flying instructors, which have in the past been carried out by the Guild of Air Pilots and Air Navigators.

The Board of Trade will be responsible for the testing of flying instructors at the approved commercial flying training schools from October 1, 1967, and the British Light Aviation Centre will undertake the testing of instructors at flying clubs and groups from the same date.

The introduction within the last three years of the requirement that pilots who train *ab initio* for the commercial pilot's licence must attend approved commercial flying training schools, has resulted in flying instruction becoming divided into two distinct categories, one for training professional pilots and the other for training private pilots. The Board of Trade exercises a direct and continuing control over the standards and conduct of the flying training at the approved commercial flying training schools, and the President has thought it desirable in the interests of standardized training, that the Board of Trade should extend its control and supervision to include the flying instructors themselves.

The President paid tribute to the work of the Guild of Air Pilots and Air Navigators and its panel of honorary examiners in facilitating the introduction of the new arrangements and expressed his appreciation of the service which they have performed for 36 years to airline, commercial and private flying under successive Ministers.

Legislation on hovercraft

MR. J. P. W. MALLALIEU, Minister of State, Board of Trade, made the following statement in the House of Commons on July 26.

'My Rt. Hon. Friend intends to introduce legislation in Parliament at an early date to clarify the legal position of hovercraft. At present there is considerable uncertainty as to how the law applies to hovercraft on such matters as safety regulation, liability, and the jurisdiction of the courts. The purpose of the legislation will be to establish the separate identity of hovercraft as distinct from ships and aircraft and to make provision for the safety regulation of these craft and for certain other matters, including liability and jurisdiction. In preparing the legislation the Board of Trade will, of course, continue to consult all the other interests concerned.

'Until the new legislation comes into force hovercraft operating in the United Kingdom will continue to be issued with Permits to Fly by the Board of Trade in consultation with the Air Registration Board.

'The Ministry of Technology will remain responsible for the sponsorship of the hovercraft manufacturing industry; the Board of Trade will be responsible for the operations of civil hovercraft as well as the preparation of the necessary legislation.'

Notes:

Since 1960 the construction and operation of hovercraft has been controlled by means of Permits to Fly issued by the Board of Trade under the Air Navigation Order 1960 (now the Air Navigation Order, 1966). The Permits to Fly contain specific conditions covering both the intrinsic safety of the craft and the operational aspects. Standards of construction and maintenance are controlled by the Air Registration Board, which has to be satisfied with the design, construction, handling and performance of the craft before a Permit to Fly is issued for public transport purposes. Until new legislation comes into force hovercraft will continue to be issued with Permits to Fly by the Board of Trade on the advice of the Air Registration Board.

Some foreign countries are considering introducing their own legislation on hovercraft. In addition the Inter-Governmental Maritime Consultative Organization (IMCO) is considering the safety standards which should be applied to hovercraft when operating in a marine environment.

All interested parties, including the hovercraft manufacturers and operators, will be consulted as appropriate during the preparation of the legislation.

European airbus

THE FRENCH Minister of Transport M. Jean Chamant, the State Secretary at the Federal German Ministry of Economics Dr. Johann Schollhorn and the United Kingdom Minister of State at the Ministry of Technology Mr. John Stonehouse met on July 25, in London, to discuss the proposals made by a tri-lateral industrial consortium for a European airbus, and agreed on the following statement.

The Governments of the United Kingdom of Great Britain and Northern Ireland, the French Republic and the Federal Republic of Germany, hereafter referred to as the Governments, have decided, for the purpose of strengthening European co-operation in the field of aviation technology and thereby promoting economic and technological progress in Europe, to take appropriate measures for the joint development and production of an 'airbus' for short- and medium-range transport.

The envisaged measures concerning the development and production of the 'airbus' shall be governed by a 'Memorandum of Understanding' on whose main contents agreement has been reached today between the Governments. The 'Memorandum of Understanding', which authorizes the first phase of the project, shall be signed by the authorized representatives of the Governments by September 15, 1967.

The aircraft will be designed jointly by Sud Aviation, Hawker Siddeley Aviation and the Arbeitsgemeinschaft Airbus. The engines will be of Rolls Royce design and will be undertaken jointly by SNECMA and MAN. The Ministers agreed that a special joint company should be formed to promote the sales of the aircraft. Sud Aviation was selected to direct the airframe work and Rolls Royce to direct the engine work. The full industrial and governmental experimental resources of the three countries will be available to support the programme.

Awards for saving life at sea

MR. DOUGLAS JAY, President of the Board of Trade, has made the following awards:

To Mr. Neil Speed, skipper of the fishing vessel 'Moira', of Campbeltown – a piece of plate.

To Mr. James Meenan, skipper of the fishing vessel 'Stella Maris', of Campbeltown – a piece of plate.

The awards are in recognition of the services rendered by 'Moira' in going to the assistance of the pleasure boat 'Quesada', which was lost in the Firth of Clyde on May 23, 1966.

Extension of prohibited sea areas for oil pollution off Lebanon

THE BOARD OF TRADE announce that from August 31, 1967, ships will be prohibited from discharging persistent oils in the area of the Mediterranean Sea within 100 miles from the nearest land along the Lebanese coast. This will include all ships to which the International Convention for the Prevention of Pollution of the Sea by Oil 1954, as amended in 1962, applies.

This follows the acceptance by Lebanon of the Convention which will entitle her to the protection of a 100-mile prohibited zone. Hitherto the prohibited area extended only to 50 miles from her coasts.

Notes:

1. This prohibition has been given legal effect for British ships by the Oil in Navigable Waters (Prohibited Sea Areas) (Amendment No. 2) Order 1967 (S.I. 1967/1120) (Price 3d. plus 3d. postage) which comes into force on August 31, 1967. This Order further amends the Oil in Navigable Waters (Prohibited Sea Areas) Order 1967 (S.I. 1967/709), as amended, which gave effect to the extension of prohibited sea areas introduced by the amendments of the Convention.

2. The prohibition applies to tankers of 150 tons gross tonnage or more and to other ships of 500 tons gross tonnage or more. Certain limited exceptions are provided by the Oil in Navigable Waters (Exceptions) Regulations 1967 (S.I. 1967/711).

3. Thirty-five Governments, including the United Kingdom, have accepted the 1954 Convention and, with the exception of Italy, the 1962 Amendments to the Convention. These include almost all the important maritime countries.

4. Japan has announced her intention of accepting the amended Convention this year.

5. The 1962 Amendments, which extend the prohibited sea areas and prohibit new ships of 20,000 tons gross tonnage or more from discharging persistent oils anywhere at sea, came into force on May 18, 1967.

6. Persistent oils are crude oil, fuel oil, heavy diesel oil and lubricating oil. These are slow to disperse or evaporate when discharged at sea.

7. The penalty for the illegal discharge of oil at sea is a fine of up to £1,000 in a magistrate's court. There is no limit to the fine which may be imposed on indictment.

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Accident report on Boeing 707 G-APFE Mt. Fuji, March 5, 1966

THE ACCIDENT report on the Boeing 707 G-APFE was published in Tokyo by the Japanese authorities on June 22.

The report was published by HMSO on July 31 (CAP 256) and copies are available from its office at 49 High Holborn, London, W.C.1, and branches, price 4s. 6d. (or 4s. 9d. by post).

The Ben Line's latest high-speed cargo-passenger liner 'Benalbanach', seen here on her trials, is entering service in the Europe-Far East trade. Built on the Clyde, 'Benalbanach' loaded at Hamburg and London before sailing from Southampton on her maiden voyage to Singapore, Hong Kong and Japan on July 30.

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,, ,,	Bldg. III, Northern Area	,,
MANCHESTER	Corn Exchange Buildings	'STONWIN'
,, (Airport)	Building 55	'AIRSTONWIN'
LIVERPOOL	Orleans House	'WINGATE'
NEWCASTLE	65 Quayside	'NEWINJOHN'
SOUTHAMPTON	18 Canute Road	'WINSTON'
GLASGOW	20 Renfield Street, C.2	'GATEWIN'
,, (Airport)	Building 66, Renfrew	,,
LEICESTER	15 Rutland Street	'LEWINJOHN'
LEEDS	Yeadon Airport	'GATEJOHN'
HARWICH	21 Garland Road	'JOHNSTON'
PARIS	8 Rue D'Enghien	'JOHNWIN'
,, (Airport)	Aerogare Fret Orly	'WINGAIR'
HAVRE	7 Rue des Drapiers	'JOHNGATE'
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and

AGRICULTURAL MACHINERY AND IMPLEMENTS.

SALE TO COMMENCE AT 10.30 a.m.

For Viewing Dates and Times see Catalogue.

Catalogues may be obtained from the Auctioneers' Offices:

Dept. A.10, Byard Lane, Bridlesmith Gate, Nottingham.

Telephone: Nottingham 54272 (10 lines)

National fire survey launched

MANAGING DIRECTORS throughout Britain will be asked this autumn to check anti-fire procedures in their companies, the chairman of the Central Fire Liaison Panel, Mr. Ernest Bigland announced on July 31, at the launching of the Panel's Checklist '67 Campaign – Britain's first ever national fire survey.

'Fire damage cost Britain a record of nearly £50 million in the first half of 1967,' said Mr. Bigland. 'Industrial fires account for most of the total: the result of moments of carelessness. We are asking managing directors – and fire is their responsibility – for a moment of care.'

The Central Panel unites the fire prevention activities of the Chief Fire Officers' Association, the Confederation of British Industry, the British Insurance Association and the Fire Protection Association and co-ordinates the work of 12 regional fire liaison panels covering the whole of the United Kingdom.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Aug. 22-23 .	**Miscellaneous equipment and stores . .**	**Royal Arsenal, Woolwich, London, S.E.18 .**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Furniture, including various tables; wardrobes; dressing chests; sideboards; stacking and other chairs; beds; settees, etc.; clothing and textiles including drill and khaki shirts and shorts; denims; pyjamas; greatcoats; berets; boots and shoes; woollen and cotton vests; jerseys; kit bags; blankets; mattresses; bedspreads; towels; table covers; curtains; webbing equipment; old hessian and canvas; MT spares; laboratory equipment; miscellaneous electronic equipment and spares; welding metals; trailer mounted generators; telephone sets; compressors; and a large assortment of other miscellaneous stores.

Sept. 6-7 .	**Vehicles, miscellaneous equipment and stores**	**Ordnance Disposal Depot, Bowhouse, Hurlford, By Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447.)**

Austin 'Champs'; Leyland and Sulzer heavy fire pumps; Coventry Climax trailer fire pump equipment; vehicle spares; X-ray units; binoculars; telescopes; photographic equipment; test sets; electrical equipment and spares; various tools; agricultural equipment; clothing and textiles including tropical dresses and shirts; overcoats; raincoats; blue serge jackets, jumpers and jerseys; cotton vests; socks and stockings; boots and shoes; blankets; mattresses; pillows and pillow cases; old cotton and woollen rags; carpets; wooden boxes; a large assortment of kitchenware and other miscellaneous stores and equipment.

Sept. 12-13 .	**Machine tools, miscellaneous equipment and stores.**	**Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.**	**Arnold & Son (Dept. L), Modwena House, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657.)**

Clothing and textiles; extending ladders, 30 ft. and 35 ft.; vehicle spares; machine tools including pedestal, pillar and bench drills; tool grinders; centre and capstan lathes; vertical, horizontal and thread millers; presses; pedestal tapping machines; woodworking tool grinders; Austin 'Champ' spares; crane conversion sets; tyres; ball bearings; air compressors; fire fighting equipment and spares; electrical equipment and spares including capacitors, resistors, transformers, etc.; plant spares; 2-way pallets; miscellaneous aircraft spares and a large assortment of other miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	June 5, 1967	
909,673	Polymer Corporation Limited . .	Production of novel polymeric compounds
	June 6, 1967	
835,757	Catalin Corporation of America .	Low ash phenolic resins of adjusted pH
875,154	VDO Tachometer Werke Adolf Schindling G.m.b.H.	Device for operating the windscreen cleaning equipment of motor vehicles
964,619	Adamson, James Henry . . .	Drawer runner lubricating device
997,272	Farbenfabriken Bayer A.G. . .	Sensitization of electro-photographic layers
1,045,272	Fords of Bristol Limited . . .	Garment stiffener
	June 14, 1967	
805,900	Bouchard, Gaston Robert . . .	Automobile vehicles having independently suspended driving and steering wheels
885,427	Brooke, Edric Raymond . . .	Belt transmissions
987,599	Agfa A.G.	Colour couplers for colour photography
990,967	Warsewa, Hans Robert and another .	Boring and like cutting machines
1,000,616	Pasquetti, Glauco	Wall structure of plastics material
1,047,328	Brooke, Edric Raymond . . .	Power transmission systems
1,059,710	Sperry Rand Corporation . . .	Pulse type radar system
	June 15, 1967	
942,916	Compagnie Générale d'Electricite .	An improved circuit-breaker for alternating currents
948,572	Mefina S.A.	Embroidery appliance for sewing machines
949,128	Brown, Boveri & Company Limited .	Transistorized switching circuits
957,497	Mefina S.A.	Regulating mechanism for a sewing machine
978,819	Centre de Recherches de Pont-à-Mousson	Continuous winding of wire
993,546	Centre de Recherches de Pont-à-Mousson	Improved arrangement for fixing roof lining means including application of said arrangement
1,000,640	Hickson, Frank	Sliding door
	June 20, 1967	
833,630	Cooper, John Alec	Infinitely-variable transmission coupling
897,098	Polymer Corporation Limited . .	Stabilization of polyolefins
946,300	Polymer Corporation Limited . .	Polymerization process
968,412	Orsymonde	Theophylline derivatives
977,575	Société Rateau	Gas bearings
985,642	Société Rateau	Hydrodynamic bearings
989,069	Sperry Rand Corporation . . .	Missile guidance system
1,017,121	Sperry Rand Corporation . . .	Systems dividing one electrical signal by another, particularly in radio direction finding systems
	June 20, 1967	
1,044,957	Sperry Rand Corporation . . .	Electric discharge tubes and in electrode assemblies for such tubes
1,055,885	O. Mustad & Fils	Doors having control devices
	June 28, 1967	
754,796	The Ore & Chemical Corporation .	Apparatus for gravity separation of materials
792,454	The Ore & Chemical Corporation .	Apparatus for gravity separation of materials in liquid media
832,692	Polymer Corporation Limited . .	Grafting polymerizable compounds on to pre-formed naturally occurring polymers
832,693	Polymer Corporation Limited . .	Grafting polymerizable compounds on to pre-formed polymers
852,690	Steatite and Porcelain Products Limited	Cylindrical post insulators
871,717	The British United Shoe Machinery Company Limited	Shoe upper conforming machines
1,003,503	Solvay & Cie	Process for the polymerization of propylene
1,045,165	Muanyagipari Kutato Intezet . .	Process for preparing antistatic polyester fibres
1,048,696	Gevaert Photo-Producten N.V. . .	Process for the production of microcapsules containing aqueous or hydrophilic materials
1,048,697	Gevaert Photo-Producten N.V. . .	Method for encapsulating water and compounds in aqueous phase
1,050,450	Glaverbel	Sill for the discharge of molten glass
1,000,085	S.I.L.G.R.A.	Insulator
	June 30, 1967	
939,556	Etablissements Davey, Bickford, Smith & Cie	An electric blasting detonator
970,920	Emard, Leon Joseph Arsene . .	Fishing bait
	July 3, 1967	
942,715	Martin, William McKinley . .	Aseptic canning process and apparatus
978,806	Martin, William McKinley . .	Method and apparatus for heating and sterilizing a fluid foodstuff
978,807	Martin, William McKinley . .	Continuous aseptic canning process and apparatus
978,808	Martin, William McKinley . .	A filler for an aseptic canning system
1,048,584	Birfield Engineering Limited . .	Universal joints

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components: Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Selected components: Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	134	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	131	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter	133	132	167	161	129	109	164	128	163	189	178	+ 39	+ 3	— 8	+14
1966															
December		132				109									
1967															
January		132				109									
February		132				109									
March		133				110									
April		132•				109									
May		131•				108									

	ORDERS		PRICES AND COSTS					LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices: Index†	Index of retail prices: % change on year earlier	Wholesale price index: non-food manufacturing industry: Basic materials and fuel used†	Wholesale price index: non-food manufacturing industry: Manufactured products: home sales†	Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices							Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—395
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—119
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 38
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	— 2
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 43
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—105
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 51
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+142
1967													
1st quarter	150	104•	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 41
2nd quarter			140·5	+2·6	110·0•	133·6•	172·8	508	168		167	160	
1966													
December	153	105	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
967													
January	152	106•	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	150	106•	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	148	104•	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148•	106•	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May	149•	109•	140·3	+2·3	110·1•	133·6•	173·1	505	168		166	162	
June			140·9	+2·4	110·0•	133·6•	173·2	524	162		164	154	
July								543	155				

•Provisional. †Not seasonally adjusted.

Car and commercial vehicle production in June

THE MINISTRY OF TECHNOLOGY have announced that in the five weeks ending July 1 the weekly average rates of production of cars and commercial vehicles were 33,357 and 8,036 units respectively, falls by 9 per cent and 15 per cent on the rates of production in June 1966.

In the first six months of this year 834,101 cars were produced, about 102,500 or 12 per cent fewer than in the corresponding period last year. Home market production fell more sharply, by 15 per cent, than production for export, which declined by only 6 per cent. 199,447 commercial vehicles were produced in the six months, about 44,500 or 18 per cent less than in the first half of 1966. The decline in commercial vehicle production was more evenly shared between home market production and export production, the former falling by 20 per cent and the latter by 16 per cent.

Allowing for seasonal factors and the number of working days, car production showed some recovery in June after the setback in May, almost entirely due to higher production for the home market. Despite the fact that losses as a result of industrial disputes were greater, total production, seasonally adjusted, was 6 per cent higher in the second quarter of this year than in the first quarter. The trend in home production confirmed the sharp recovery from the low level of the closing months of 1966, but there has been little increase since the end of the first quarter. Export production has been stagnant for the last 12 months.

On the same seasonally adjusted basis, commercial vehicle production also recovered in June, higher home market production more than offsetting a further decline in production for export which has now been falling for 10 months. Total production in the second quarter of the year was 2 per cent higher than in the first quarter, but there was no increase during the quarter mainly because of the continued and accelerating decline in production for export.

Recorded exports of cars totalled 306,399 vehicles in the first six months of 1967, about the same number as in the corresponding period of 1966. Exports of commercial vehicles totalled 80,441, 3 per cent more than in the first six months of last year. A direct comparison of the two half years is, however, misleading, since exports were held up in June 1966 by the seamen's strike.

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

Table 1. Recorded production

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home Market	For Export	Total	Weekly average	For Home Market	For Export	Total	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,754
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	7,854
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
1966 April	4	89,607	54,049	143,656	35,914	22,761	13,354	36,115	9,029
May	4	102,685	55,162	157,847	39,462	24,683	15,332	40,015	10,004
June	5	117,058	65,586	182,644	36,529	28,822	18,676	47,498	9,500
1967 April	4	88,951	53,235	142,186	35,547	20,135	12,514	32,649	8,162
May	4	87,113	50,453	137,566	34,566	19,980	11,405	31,385	7,846
June	5	105,588	61,197	166,785	33,357	26,814	13,367	40,181	8,036

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	72·4	50·7	123·1	17·9	13·3	31·3
2nd quarter	80·5	50·5	131·0	20·2	11·7	31·9
1967 January	71·0	50·1	121·1	17·0	13·5	30·5
February	68·2	51·9	120·1	17·5	13·3	30·8
March	78·1	50·0	128·0	19·3	13·2	32·5
April	83·3	52·1	135·5	20·2	13·0	33·1
May	78·2	49·7	127·9	19·2	11·2	30·4
June	79·8	49·8	129·6	21·3	10·9	32·1
Average of: January to March, 1967	72·4	50·7	123·1	17·9	13·3	31·3
April to June, 1967	80·5	50·5	131·0	20·2	11·7	31·9
Percentage change	+11	Nil	+6	+13	—12	+2

Table 3. Recorded exports

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1966	556,044	151,070	11,157
1966 1st quarter	153,730	37,747	2,777
2nd quarter	152,923	35,572	2,206
3rd quarter	135,227	37,540	3,157
4th quarter	114,164	40,211	3,017
1967 1st quarter	153,464	39,671	2,417
2nd quarter	152,935	36,573	1,780
1967 January	48,028	12,460	967
February	53,361	14,257	886
March	52,031	12,957	564
April	48,344	12,769	597
May	52,894	12,107	646
June	51,640	11,516	584

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Turnover of the motor trades in May

THE TOTAL TURNOVER of the motor trades in May was 2 per cent lower than in May last year, a decrease in line with the experience of January and February, rather than that of March and April, which was affected last year by pre-budget buying of cars.

Sales of new vehicles were 2 per cent lower than a year ago, and this decrease was the smallest since the hire-purchase controls were tightened in July last year.

Sales of secondhand vehicles during May were 7 per cent down on last year, a decrease generally in line with recent experience.

For the first time since comparisons became possible in January 1964, sales of petrol, oil, spare parts and accessories, together with receipts from servicing and repairs show no change from the level of the previous year. In recent months the increase on a year earlier has averaged over 7 per cent. The unfavourable experience in May may be due to a number of factors, such as the lower price of petrol this year, and the wet weather during the month, which may have discouraged private motoring.

Index numbers of turnovers per week and percentage changes on a year earlier [(a)]

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	142(*b*)	137				132	141	138	151	147							
	1966	+3	+3	+12	Nil	—7	+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10	—7	—5
	1967	—7(*c*)	—6				—1	—2	—13	—12	—2							
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	150(*b*)	145				139	150	145	161	156							
	1966	—2	Nil	+18	—8	—26	+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29	—25	—24
	1967	—17(*c*)	—16				—10	—10	—25	—29	—2							
Sales of second hand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	132(*b*)	124				105	134	133	148	143							
	1966	Nil	+2	+8	—6	—8	+4	Nil	+2	—3	+9	+17	+1	—10	—10	—16	—6	—3
	1967	—7(*c*)	—8				—6	—3	—12	—6	—7							
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	139(*b*)	136				138	137	134	144	141							
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+6(*c*)	+6				+11	+8	+2	+9	Nil							

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1967 turnover was the four weeks from April 30, 1967 to May 27, 1967; the corresponding period in 1966 was from May 1, 1966 to May 28, 1966.
(b) Index numbers for period January to May 1967.
(c) Percentage change for period January to May 1967, compared with corresponding period of 1966.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964 during the week ended Friday, July 28, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life, Series 34: *Pulling the Strings*	Br/E 32536	9	July 24	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Naked Runner	Br/E 32540	102	July 26	Warner-Pathe Distributors Ltd.	Artanis Productions Ltd.
Speed the Payload	Br/E 32541	16	July 26	New Realm Pictures Ltd.	British Railways Board Films Service.
Three Weeks in Britain	Br/E 32548	18	July 28	British Lion Films Ltd.	Littleton Park Film Productions Ltd.
Here Boy	Br/E 32549	16	July 28	Carlyle Pictures Ltd.	Carlyle Pictures Ltd.
Look at Life Series 34: *Goodbye Piccadilly*	Br/E 32550	9	July 28	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 67-59	Br/E 32297	8	July 28	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-60	Br/E 32298	8	July 28	" " "	" " "
Movietone News 1989	Br/E 32431	9	July 28	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1989A	Br/E 32432	8	July 28	" "	" "
			FOREIGN		
The Sailor from Gibraltar	F 32533	91	July 24	United Artists Corp. Ltd.	Woodfall Film Presentations Ltd.
Don't Make Waves	F 32534	85	July 24	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Inc.
The Karate Killers	F 32535	92	July 24	" "	Arena Productions Inc.
The Beautiful People (Beautiful People)	F 32537	105	July 25	Antony Balch Films Ltd.	Shochiku Co. Ltd., Tokyo
Maya Plisetskaya	F 32538	65	July 26	Contemporary Films Ltd.	Sovexportfilm, Moscow.
Run Like a Thief	F 32539	92	July 26	Warner-Pathe Distributors Ltd.	Feature Film Corp. of America.
Dimension 5	F 32542	88	July 27	" "	" "
Countdown	F 32543	73	July 27	" "	William Conrad Productions.
Finger on the Trigger	F 32544	74	July 27	Paramount Film Service Ltd.	Fisa Films Internacionales, S.A., Madrid.
Herb Alpert and the Tijuana Brass	F 32545	5	July 27	" "	Paramount Pictures Corp.
Kwaidan (Ghost Stories)	F 32546	124	July 27	Orb Productions Ltd.	Toho Co. Ltd., Tokyo.
The Destructors	F 32547	95	July 28	Warner-Pathe Distributors Ltd.	Feature Film Corp. of America.

AMENDMENTS TO THE REGISTER

The playing time of the film 'Rapture' (F 31837) registered on December 5, 1966, has been amended to 84 minutes.
The title of the film 'Onibaba' (F 31766) registered on November 3, 1966, has been amended to read 'Onibaba (The Hole)'.

Activity at United Kingdom and Channel Islands aerodromes for the quarter ended March 31, 1967

PASSENGER TRAFFIC at all United Kingdom aerodromes in the first quarter of 1967 was 13 per cent more than a year earlier. This is the same as the rate of growth during 1966 despite Easter falling in March this year. Passenger traffic at London area airports increased by similar amounts. There were large increases in traffic at Gatwick, Belfast, Birmingham and Newcastle. Traffic has been declining at Manchester since the introduction of the faster rail service from London and in the quarter the number of passengers was 14 per cent less than a year earlier.

Freight carried by air in the first quarter of 1967 was 2 per cent higher for all United Kingdom airports than a year earlier. London area and Heathrow carryings increased by 5 per cent and 6 per cent respectively while Gatwick decreased by 11 per cent. These are very modest increases compared with the growth of 10 per cent a year over the last few years and 20 per cent a year in the London area.

Air transport movements at United Kingdom aerodromes were 10 per cent higher in the first quarter than last year. Movements at London area airports as a whole were 11 per cent higher; Heathrow increasing by 11 per cent and Gatwick by 7 per cent.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked-up
	Total	Air Transport	Total	Terminal	Transit	Short tons	
BOT and other UK aerodromes							
1962 Year	800,309	449,261	14,441,457	13,793,411	648,046	378,928·9	32,237·1
1963 Year	817,601	457,742	16,170,463	15,506,152	664,311	396,880·9	33,891·6
1964 Year	884,211	480,191	18,324,628	17,649,174	675,454	439,920·7	35,887·4
1965 Year	956,572	507,515	20,642,236	19,918,240	723,996	460,985·9	38,027·8
1966 Year	1,093,258	556,236	23,356,260	22,581,575	774,685	570,110·1	44,454·4
1966 1st quarter	198,230	93,523	3,446,365	3,321,640	124,725	108,367·7	9,859·3
2nd quarter	312,233	158,974	6,615,330	6,397,126	218,204	172,860·8	12,550·9
3rd quarter	352,415	194,074	9,176,317	8,897,135	279,182	166,079·8	10,149·9
4th quarter	230,380	109,665	4,118,248	3,965,674	152,574	122,801·8	11,894·3
1967 1st quarter	243,420	102,868	3,891,223	3,757,029	134,194	110,814·6	10,077·9
London Area aerodromes:							
1962 Year	230,602	173,209	8,102,173	7,956,725	145,448	123,368·3	21,883·5
1963 Year	242,251	183,620	9,263,298	9,106,492	156,806	147,542·9	23,129·4
1964 Year	273,111	204,354	10,677,810	10,506,540	171,270	182,183·4	24,544·1
1965 Year	298,241	221,744	12,040,630	11,859,222	181,408	225,145·3	26,228·8
1966 Year	320,205	243,106	13,600,918	13,396,224	204,694	273,641·0	29,238·0
1966 1st quarter	62,387	44,740	2,133,102	2,098,631	34,471	61,622·2	6,736·1
2nd quarter	88,025	66,099	3,749,736	3,688,377	61,359	73,732·5	6,928·4
3rd quarter	101,625	80,221	5,145,042	5,078,119	66,923	69,483·1	7,048·4
4th quarter	68,168	52,046	2,573,038	2,531,097	41,941	68,803·2	8,525·1
1967 1st quarter	68,267	49,606	2,404,999	2,370,312	34,687	64,447·2	7,146·5

Summary of activity at aerodromes in the United Kingdom and the Channel Islands in March 1967

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked-up
		Total	Air Transport	Total	Terminal	Transit	Short tons	
BOT and other UK aerodromes	1967	90,349	37,680	1,552,425	1,500,550	51,875	40,399·7	3,602·6
	1966	83,592	33,799	1,312,615	1,265,028	47,587	40,430·5	3,575·5
London Area aerodromes	1967	25,108	17,832	941,049	929,271	11,778	23,092·3	2,564·1
	1966	22,981	15,834	799,178	786,324	12,854	22,691·8	2,423·5
*London (Heathrow)		17,022	15,898	854,329	842,757	11,572	21,654·4	2,524·6
*London (Gatwick)		5,069	1,893	85,913	85,707	206	1,401·3	39·5
*Stansted		2,742	26	749	749	—	36·6	—
Westland Heliport, London		275	15	58	58	—	—	—
Other UK aerodromes								
Aberdeen (Dyce)		2,664	254	8,501	7,513	988	28·4	12·1
*Belfast (Aldergrove)		2,060	1,785	79,534	78,966	568	1,638·7	256·3
Benbecula		162	106	2,735	1,340	1,395	9·7	3·2
*Birmingham		4,065	870	33,080	32,628	452	335·3	—
*Blackpool		3,202	292	6,139	5,771	368	58·2	—
*Bournemouth (Hurn)		2,362	58	692	690	2	21·8	—
*Bristol (Lulsgate)		2,801	592	10,687	7,634	3,053	104·6	—
Brough		1,009	73	1,090	1,090	—	1·7	—
*Cambridge		5,606	44	251	235	16	110·5	—
*Coventry		1,776	2	72	72	—	—	—
*East Midlands (Castle Donington)		2,548	373	7,416	7,416	—	123·2	—
*Edinburgh (Turnhouse)		3,366	786	45,245	44,076	1,169	172·2	130·3
*Glamorgan (Rhoose)		2,326	560	11,854	9,873	1,981	38·3	0·6
*Glasgow (Abbotsinch)		3,204	2,568	121,245	119,279	1,966	967·3	184·5
Hawarden		477	246	3,051	1,437	1,614	12·7	—
Inverness (Dalcross)		187	143	5,091	3,579	1,512	19·6	—
Islay (Port Ellen)		93	66	1,518	1,512	6	12·3	4·8
*Isle on Man (Ronaldsway) (3)		662	539	15,409	13,793	1,616	285·9	17·0
Kirkwall		197	189	5,801	5,642	159	37·3	15·8
*Leeds/Bradford		2,880	596	16,255	14,844	1,411	145·5	—
*Liverpool		2,745	1,320	33,166	30,252	2,914	1,199·5	79·4
*Luton		3,941	395	12,421	12,095	326	35·5	—
*Lydd		1,140	1,106	6,594	6,594	—	3,852·0	—
*Manchester		3,597	2,239	80,533	77,164	3,369	2,651·0	286·5
*Newcastle (Woolsington)		1,389	405	18,441	18,206	235	156·0	—
Penzance Heliport		440	252	3,956	3,956	—	23·1	1·2
*Portsmouth		600	102	1,632	1,632	—	0·3	—
*Prestwick		1,322	709	21,186	11,205	9,981	925·2	16·0
Scilly Isles (St. Mary's)		261	214	3,956	3,956	—	23·1	1·2

(Continued at foot of next page)

Shipping movements at United Kingdom ports

Foreign and coastal trade movements during February 1967

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during February 1967 amounted to 12,602 thousand net tons; this was 7.6 per cent more than the tonnage for February 1966. Commonwealth vessels accounted for 5316 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo in the first two months of the year showed an increase of 2,672 thousand net tons when compared with the corresponding period for 1966.

There was a 0.5 per cent decrease in the total net tonnage of coasting trade arrivals and departures with cargo for the month of February, and a 3 per cent increase for the first two months of the year compared with 1966.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specia or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of February 1966	4,589	7,558	3,277	146	4,135	3,997	4,149	2,174	122	1,854
Month of February 1967	4,828	8,360	2,991	193	5,176	4,018	4,242	2,021	111	2,110
Two months ending February 1966	9,590	15,962	6,691	327	8,944	8,223	8,690	4,419	271	4,002
Two months ending February 1967	10,425	18,115	6,625	407	11,083	8,586	9,209	4,225	257	4,728
In ballast: Month of February 1966	1,215	1,534	677	33	824	1,922	5,293	1,952	90	3,251
Month of February 1967	1,252	1,702	781	31	890	2,198	6,313	1,988	120	4,205
Two months ending February 1966	2,527	3,447	1,519	83	1,846	4,083	11,691	4,233	196	7,262
Two months ending February 1967	2,678	3,832	1,811	92	1,929	4,614	13,009	4,209	198	8,602

(1) Includes Irish Republic and South Africa.

AIR ACTIVITY, *continued*

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked-up
	Total	Air Transport	Total	Terminal	Transit	Short tons	
*Southampton	1,216	698	16,220	15,250	970	406·7	—
*Southend	2,412	1,614	22,739	22,739	—	3,834·0	—
Stornoway	171	90	3,166	2,969	197	20·6	5·8
Sumburgh	77	67	1,822	1,715	107	18·2	13·9
Swansea	1,173	53	620	620	—	0·2	—
Tees-side (Middleton)	2,784	136	3,089	2,853	236	33·7	—
Tiree	94	90	460	274	186	0·6	0·2
Wick	232	216	5,709	2,409	3,300	4·5	9·7
Channel Islands aerodromes (4) 1967	..	2,578	69,264	61,550	7,714	1,632·7	..
1966	..	2,059	49,529	43,356	6,173	1,631·9	..
Alderney	..	126	1,266	1,263	3	8·5	..
Guernsey	..	961	20,997	16,715	4,282	562·3	..
Jersey	..	1,491	47,001	43,572	3,429	1,061·9	..

NOTES:
(1) Revenue and non-revenue passengers on air transport movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the C.I. Airports authorities.
* = UK Customs Airports. .. = Not available. — = Nil or negligible.

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Table 2. Foreign trade entrances and clearances with cargo

Nationality of vessels	Entered				Cleared			
	February		Two months ended February		February		Two months ended February	
	1966	1967	1966	1967	1966	1967	1966	1967
	Numbers of vessels							
United Kingdom	1,422	1,301	2,975	2,900	1,248	1,193	2,627	2,521
Other Commonwealth	107	117	227	248	130	113	259	249
Foreign	3,060	3,410	6,388	7,277	2,619	2,712	5,337	5,816
Total	4,589	4,828	9,590	10,425	3,997	4,018	8,223	8,586
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,277	2,991	6,691	6,625	2,174	2,021	4,419	4,225
Registered in Canada	7	—	7	1	—	—	14	—
Registered in other countries	138	193	319	407	122	111	257	257
Soviet	66	79	107	219	27	14	85	35
Finnish	54	69	115	149	23	45	62	78
Swedish	210	386	505	773	72	160	168	335
Norwegian	943	1,096	2,103	2,507	364	296	766	707
Danish	259	229	507	431	140	171	281	365
Polish	25	34	44	54	8	12	18	25
German (Federal Republic)	273	352	600	760	222	245	461	496
Dutch	502	455	1,081	1,016	348	400	781	847
Belgian	155	178	351	337	124	130	260	284
French	233	201	533	503	137	137	345	380
Spanish	53	55	122	119	53	65	113	127
Italian	73	124	180	299	8	17	16	30
Yugoslav	9	34	11	68	5	9	11	18
Greek	169	179	330	415	49	53	93	130
United States of America	147	208	353	490	106	128	214	363
Panamanian	183	214	336	361	58	17	103	48
Liberian	617	1,121	1,352	2,151	34	87	74	156
Other	165	162	315	432	75	125	149	305
Total foreign	4,135	5,176	8,944	11,083	1,854	2,110	4,002	4,728
TOTAL	7,558	8,360	15,962	18,115	4,149	4,242	8,690	9,209
Trading areas:								
Irish Republic	321	291	661	627	361	309	710	663
Northern Europe (Foreign)	1,747	1,908	3,819	4,322	1,559	1,759	3,408	3,839
Europe (Atlantic) and Western Mediterranean Countries	851	827	1,698	1,842	741	525	1,306	1,145
Central and Eastern Mediterranean Countries	878	804	2,087	1,969	116	152	256	349
West and South Africa	541	686	1,264	1,390	210	214	478	481
East Africa, Persian Gulf, India	1,231	1,746	2,303	3,555	189	218	367	422
Eastern Asia and Islands in the Pacific	265	222	466	439	199	212	389	391
Australasia	284	201	572	444	141	127	342	311
North America (Atlantic Coast)	596	653	1,259	1,477	374	426	860	974
West Indies and Central America (Atlantic Coast)	576	829	1,294	1,698	136	190	303	430
South America (Atlantic Coast)	171	85	291	151	68	27	149	86
South and Central America (Pacific Coast)	30	11	70	28	15	27	30	42
North America (Pacific Coast)	58	92	160	161	40	55	91	73
Other areas	9	4	17	11	—	1	—	2
Total Commonwealth Countries (1)	2,336	2,227	4,646	4,770	1,295	952	2,489	2,041
Total Foreign Countries	5,222	6,132	11,316	13,345	2,854	3,290	6,201	7,168
TOTAL	7,558	8,360	15,962	18,115	4,149	4,242	8,690	9,209

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports. January – February.

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	1	5	2	8	16	2	12	16	6	13	18
Bristol	706	564	266	728	584	281	98	109	99	776	624	275
Cardiff	239	305	169	286	380	207	83	119	64	350	332	178
Dover	629	656	530	871	1,122	875	583	602	457	859	1,101	868
Falmouth (inc. Truro)	8	1	3	252	126	41	2	8	5	312	200	51
Folkestone	87	75	57	89	76	58	86	75	57	95	78	59
Grimsby (inc. Immingham)	557	509	419	632	592	470	132	219	217	553	642	498
Harwich	781	927	764	818	952	803	750	874	729	782	957	815
Holyhead	206	218	169	206	219	173	198	213	167	200	218	172
Hull	683	803	697	728	859	764	276	428	525	751	835	749
Lancaster	25	51	8	28	54	17	20	3	9	29	83	20
Liverpool	2,271	2,226	880	2,748	2,671	1,044	1,069	1,073	633	2,844	2,746	1,011
London	4,732	5,591	2,450	5,998	6,803	2,916	2,372	2,498	1,712	6,049	6,436	2,885
Manchester (inc. Runcorn)	946	960	441	996	1,032	509	227	314	347	734	939	544
Middlesbrough	427	548	241	545	788	355	299	404	244	617	795	357
Milford Haven	1,186	1,457	139	1,340	1,638	233	151	235	74	1,270	1,550	201
Newhaven	57	76	75	61	79	83	64	65	74	65	66	81
Newport (Mon.)	182	130	92	288	243	145	165	181	147	338	301	180
Plymouth	43	42	70	61	69	138	226	25	85	259	66	139
Southampton	1,948	2,336	402	2,360	2,726	521	826	972	324	2,339	2,778	504
Swansea	96	127	63	328	343	198	327	330	222	406	425	250
Tyne ports	295	343	235	456	492	284	201	203	179	562	545	274
Glasgow	804	883	244	917	961	271	423	341	139	979	1,027	267
Grangemouth	174	255	205	249	291	240	197	166	153	344	244	206
Greenock	36	39	16	190	103	42	1	3	12	192	107	33
Leith	123	138	174	129	143	181	52	52	110	104	107	156
Belfast	318	302	170	362	340	211	86	71	80	294	376	182
Other ports	1,283	1,370	2,683	1,662	1,833	3,614	768	846	2,335	1,632	1,859	3,707
TOTAL	18,843	20,934	11,667	23,324	25,525	14,690	9,683	10,441	9,215	23,742	25,452	14,680

(Continued on next page)

Table 4. Coasting trade arrivals and departures at principal ports. January – February.

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	2	13	279	219	299	284	221	290	286	229	301
Bristol	286	299	201	361	348	487	123	119	313	325	349	519
Cardiff	89	110	115	215	188	314	74	50	179	194	146	330
Cowes	228	291	1,310	579	644	2,766	199	272	1,188	576	641	2,758
Falmouth	28	21	35	136	229	123	18	14	52	45	108	100
Hartlepool	1	5	19	59	84	106	53	70	73	66	82	92
Hull	197	196	65	386	314	241	230	107	134	360	289	239
Immingham	64	147	34	239	323	179	200	145	97	312	217	124
Lancaster	266	233	159	299	267	256	269	213	246	298	232	252
Liverpool	520	373	422	706	545	650	489	364	472	753	667	716
London	1,307	1,250	908	1,662	1,639	1,435	433	456	498	1,719	1,673	1,428
Manchester	126	227	131	212	304	297	147	155	163	319	266	279
Middlesbrough	55	48	62	193	242	257	91	76	132	190	172	232
Milford Haven	44	69	19	625	616	290	683	700	314	697	737	332
Newport (Mon.)	62	51	201	100	93	240	3	1	3	71	63	217
Portsmouth	60	65	305	429	431	1,759	13	14	142	424	435	1,736
Preston	174	178	348	195	201	396	161	172	327	199	208	406
Southampton	381	431	1,291	818	1,015	1,813	683	870	1,532	799	1,000	1,832
Sunderland	33	41	37	259	278	298	203	216	237	235	265	287
Swansea	22	29	55	310	284	628	205	169	506	234	211	569
Tyne ports	83	97	24	487	563	404	293	283	294	435	479	411
Glasgow	174	219	186	294	345	263	175	161	168	296	259	254
Belfast	1,003	1,018	1,162	1,051	1,091	1,284	813	1,010	979	1,044	1,224	1,411
Other ports	2,196	2,331	4,856	2,946	3,017	6,793	1,550	1,640	3,016	2,922	3,050	6,747
TOTAL	7,397	7,732	11,958	12,839	13,282	21,578	7,387	7,499	11,355	12,799	13,001	21,572

Table 5. Shipping movements at United Kingdom ports. January – February.

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of February 1966	5,231	3,036	2,429	608	5,044	3,186	2,397	790
Month of February 1967	4,868	3,080	2,431	649	4,746	2,997	2,312	685
Two months ending February 1966	10,663	6,272	5,045	1,228	10,430	6,522	5,030	1,493
Two months ending February 1967	10,476	6,590	5,128	1,463	10,195	6,432	4,931	1,500
In ballast: Month of February 1966	4,676	2,586	2,018	569	4,665	2,441	1,914	528
Month of February 1967	4,378	2,469	1,859	610	4,444	2,382	1,796	587
Two months ending February 1966	9,546	5,382	4,128	1,255	9,554	5,107	3,986	1,122
Two months ending February 1967	9,470	5,469	4,085	1,385	9,600	5,199	3,945	1,254
Coasting Trade – United Kingdom								
With cargo: Month of February 1966	6,031	3,595	2,928	668	5,556	3,608	2,766	843
Month of February 1967	5,500	3,605	2,867	738	5,299	3,564	2,659	905
Two months ending February 1966	12,316	7,397	6,066	1,332	11,502	7,387	5,808	1,580
Two months ending February 1967	11,958	7,732	6,093	1,639	11,355	7,499	5,700	1,798
In ballast: Month of February 1966	4,736	2,621	2,028	593	5,028	2,596	2,048	548
Month of February 1967	4,449	2,516	1,900	616	4,728	2,526	1,897	629
Two months ending February 1966	9,677	5,441	4,152	1,289	10,268	5,411	4,252	1,160
Two months ending February 1967	9,620	5,550	4,147	1,403	10,217	5,502	4,179	1,323

(a) Commonwealth and Irish Republic.

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Production of man-made fibres in June

TOTAL PRODUCTION by weight of man-made fibres in June was 5 per cent more than in June 1966. Within the total, output of continuous filament was 2 per cent more and staple fibre 8 per cent more.

Total deliveries of man-made fibres in the second quarter of 1967 were 12 per cent more than in the same quarter of 1966.

Deliveries of continuous filament to the home trade were 2 per cent more than in the second quarter of 1966; deliveries for weaving and for industrial purposes were 16 per cent and 2 per cent less respectively, while deliveries to the hosiery industry were 18 per cent more and to the warp knitting industry 20 per cent more.

Deliveries of staple fibre to the home trade during the second quarter of this year were 1 per cent more than in the same period of 1966; within the total, deliveries to the cotton-spinning industry were 18 per cent less and to the wool-spinning industry 6 per cent less. Deliveries to the flax-spinning industry more than doubled compared with the second quarter last year.

Deliveries of continuous filament yarn and staple fibre for export were 18 per cent and 66 per cent more respectively than in the second quarter of 1966.

Man-made fibre production

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1966 (quarterly average)	102·8	117·6	220·4
1966 1st quarter	108·1	120·5	228·6
2nd quarter	111·6	120·8	232·4
1967 1st quarter	106·6	130·6	237·1
2nd quarter	110·0	130·8	240·8
1966 April	36·2	39·1	75·3
May	39·1	42·2	81·4
June	36·2	39·5	75·7
1967 April	35·0	43·6	78·6
May	38·1	44·6	82·7
June	36·9	42·6	79·4

Deliveries of continuous filament yarns

(thousand lb. actual weight)

	Weaving	Hosiery	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Total home trade	Exports as yarn (a)	Grand total
1964	87,133	56,831	42,625	95,732	13,257	295,578	94,556	390,133
1965	89,080	55,159	47,151	106,019	12,793	310,202	87,227	397,428
1966	90,622	68,182	46,100	107,233	17,353	329,490	75,787	405,277
1966								
1st quarter	24,709	18,867	13,278	29,219	4,319	90,393	18,797	109,189
2nd quarter	23,792	17,794	11,387	28,319	3,774	85,066	20,939	106,005
3rd quarter	20,840	13,736	9,860	26,894	3,947	75,278	17,245	92,523
4th quarter	21,281	17,785	11,574	22,801	5,313	78,754	18,807	97,560
1967								
1st quarter	20,145	22,302	12,395	25,374	3,883	84,099	22,174	106,273
2nd quarter	19,976	20,961	13,718	27,683	4,726	87,065	24,616	111,681

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(thousand lb. actual weight)

	Spinning				Total home trade	Exports (a)	Grand total
	Cotton	Wool	Flax	Other systems and sundries			
1964	136,654	127,352	38,296	47,275	349,578	110,359	459,937
1965	125,728	125,493	29,419	53,983	334,624	116,110	450,734
1966	114,825	125,622	28,345	56,461	325,254	125,666	450,919
1966							
1st quarter	29,838	32,468	6,728	13,884	82,919	31,447	114,366
2nd quarter	30,805	33,541	5,465	14,648	84,459	30,259	114,718
3rd quarter	24,163	27,845	7,528	14,273	73,809	26,773	100,582
4th quarter	30,018	31,769	8,624	13,656	84,067	37,187	121,254
1967							
1st quarter	25,234	29,523	8,684	13,721	77,162	44,653	121,815
2nd quarter	25,328	31,524	11,519	16,644	85,014	50,332	135,346

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

General Annual Report on Companies for 1966

THE COMPANIES General Annual Report for 1966 was published on July 27. The number of new companies registered in 1966 was 28,256, a decrease of about 8,000 on the number for the previous year. Nearly all the registrations were of private companies.

The total number of companies on the registers now exceeds 556,000, of which nearly 540,000 are private companies.

During the year 11,385 companies were dissolved or struck off the register, and winding-up proceedings were begun in 12,063 cases, of which 969 were compulsory liquidations.

The report gives information about some of the responsibilities of the Board of Trade under the Companies Act. For instance, the Board rejected some 35,800 suggested names for companies, mostly on the ground of their being too like the names of existing companies. The Board received over 13,000 applications for approval of change of name. There is, also, information about the appointment of inspectors during the course of 1966. There is a section on Board of Trade prosecutions under the Act which shows 865 prosecutions for failure to file annual returns. The report includes a list of the companies which have satisfied the Board they should be treated for the purposes of the Eighth Schedule to the Act as banking or discount companies. The Companies Registration Office received 1,088,000 documents for filing, and there were well over 1,000,000 public inspections of files, considerably more than double the number for 1956.

Copies of the Companies General Annual Report for 1966 are available, price 3s. 6d., from HMSO, 49 High Holborn, London, W.C.1, and branches.; Post orders (3s. 9d.) to HMSO, PO Box 569, London, S.E.1.

Overdrafts of the nationalized industries

THE TOTAL BANK overdrafts of the nationalized industries at July 19 amounted to £58.8 million, of which £51.6 million was from the Clearing Banks and £7.2 million from the Scottish Banks.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in May was 2 per cent lower than the previous year, compared with a decrease of 2 per cent in April and an increase of 1 per cent in March.

Sales by household goods shops showed an increase of 2 per cent on a year earlier, while food shops and clothing and footwear shops showed decreases of 1 per cent and 6 per cent respectively on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1966 Year	124	+ 2	130	+ 4	116	+ 1	115	— 3	125	+ 5
1966 2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
3rd quarter	119	— 1	124	+ 1	118	— 3	114	— 6	120	Nil
4th quarter	136	Nil	133	+ 2	131	— 8	124	— 7	148	+ 6
1967 1st qaruter	118	+ 1	133	+ 3	92	—10	112	+ 2	114	+ 5
1966 May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1
August	122	Nil	125	+ 2	116	+ 1	112	—11	124	+ 1
September	120	— 2	130	+ 1	108	—10	117	— 1	115	Nil
October	122	+ 1	125	+ 2	112	— 5	115	— 6	125	+ 7
November	128	— 2	130	+ 2	130	—10	130	— 9	122	+ 2
December	158	Nil	146	+ 1	150	—10	126	— 5	198	+ 6
1967 January	113	+ 1	123	+ 2	88	— 7	122	+ 5	112	+ 2
February	120	+ 2	138	+ 5	88	—14	120	+ 1	112	+ 8
March	120	+ 1	137	+ 2	98	— 9	93	— 1	118	+ 6
April	118	— 2	132	+ 1	89	—12	108	+ 1	122	— 3
May	130	— 2	135	— 1	121	— 6	126	+ 2	129	Nil

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 213).

Insurance companies in 1966

THIS IS THE FIFTH annual article summarizing the information on investment and assets held by insurance companies which is provided to the Board of Trade by the British Insurance Association. The previous annual article was published in the *Board of Trade Journal* on July 1, 1966. This article also provides statistics of transactions in assets of insurance companies during the first quarter of 1967.

Investment during 1966

Insurance companies' total net investment (including changes in agents' balances, etc.) was £650 million in 1966, a fall of £8 million compared with 1965 when total net investment was £658 million, and £36 million less than the peak figure of £686 million in 1964. These total figures differ slightly from those shown in the previous quarterly article on insurance companies (*Board of Trade Journal*, March 31, 1967), which showed the sum of net investment in the four quarters of 1966, but excluded changes in agents' balances, etc., which are only available annually. The figures for agents' balances, etc. include outstanding premiums, interest accrued, outstanding interest, dividends and rents and life interests and reversions, but the largest single component is worldwide reinsurance balances.

The total net investment of life funds (including changes in agents' balances, etc.) which, at £633 million, was virtually unchanged in 1965 compared with 1964, fell by £22 million in 1966 to £611 million, but the general funds' total net investment rose to £40 million, £15 million more than in 1965 when it was £25 million.

Life funds' investment

At £611 million, total net investment by the life funds was about 3½ per cent lower in 1966 than in 1965, which was in turn virtually unchanged from the level in 1964.

The downward trend evident since 1962 in life companies' net investment in public sector securities was accelerated in 1966 when it fell to £26 million, £54 million less than the previous year and £123 million below the peak year of 1962. Net investment in public sector securities in 1966 represented about 4 per cent of total net investment compared with 29 per cent in 1962, 23 per cent in 1963, 15 per cent in 1964 and 13 per cent in 1965. Investment in British Government securities (mainly long-dated stock) fell to £28 million in 1966 compared with £136 million in 1962, £111 million in 1963, £92 million in 1964, and £56 million in 1965. There was again switching from shorter to longer-dated stocks, as there has been in each of the last three years. There was a disinvestment of about £2 million in 1966 in local authority securities compared with an investment of £24 million in the previous year.

Net investment in company securities was both in volume and proportionately higher in 1966 than in the previous year. It amounted to £303 million – about 50 per cent of total net investment, compared with £282 million – about 44 per cent, in 1965. The increase mainly resulted from a further growth in investment in company debentures, which rose to a record level of £234 million, £26 million more than in 1965, reflecting in part the substantial increase in new issues of loan capital in 1966 compared with 1965. Net investment in equities was also higher in 1966 than in 1965 (£85 million against £72 million) although still below the level of 1964, when new equity issues were considerably greater. For the first time since these statistics began in 1963, there was a disinvestment over the year in preference shares, of £16 million.

Net investment in mortgages and loans at £161 million in 1966 was again at a high level, although one rather lower than in 1965. A rise of £5 million, compared with the previous year, in investment in other mortgages and loans was more than offset by a fall of £24 million in home house purchase loans. Life companies continued their investment in land, property and ground rents, net investment during the year amounting to £117 million, £24 million more than in 1965 and more than twice as much as in 1962. This item accounted in 1966 for 19 per cent of total net investment compared with 10 per cent in 1962 and 1963, 9 per cent in 1964 and 15 per cent in 1965. Taken together, investment in mortgages and loans and in land property and ground rents formed 45 per cent of total net investment in 1966 compared with 31 per cent, 26 per cent, 29 per cent and 43 per cent in 1962, 1963, 1964 and 1965 respectively.

General funds' investment

General funds' total of investments in 1966 amounted to £19 million, £5 million more than in 1965. The main features were a continued, although less marked, disinvestment in public sector securities; slight increases in investment in equities and preference shares; disinvestment (for the first time) of £3 million in home

Table 1. Transactions at cash values in assets of insurance companies, 1963, 1964, 1965 and 1966

£ million

Assets	Life Funds						General Funds						Combined Funds					
	Net investment 1963	Net investment 1964	Net investment 1965	1966			Net investment 1963	Net investment 1964	Net investment 1965	1966			Net investment 1963	Net investment 1964	Net investment 1965	1966		
				Assets acquired	Assets realized	Net investment				Assets acquired	Assets realized	Net investment				Assets acquired	Assets realized	Net investment
Public sector securities:																		
British government and government guaranteed securities:																		
Period to maturity:																		
Up to 5 years	+ 22	— 7	— 15	54·3	66·5	— 12·1	— 4	+ 3	— 9	26·5	30·9	— 4·3	+ 18	— 4	— 25	81·0	97·3	+ 164
Over 5 and up to 10 years	— 23	— 14	— 12	22·6	86·1	— 63·4	— 9	— 9	— 10	8·2	19·4	—11·3	— 32	— 23	— 22	30·9	105·6	— 74
Over 10 and up to 15 years	+ 22	— 47	+ 37	34·8	97·7	— 62·9	+ 3	+ 3	+ 12	8·6	10·5	— 2·0	+ 25	— 43	+ 49	43·5	108·4	— 64
Over 15 years	+ 66	+147	+ 35	310·0	152·9	+157·1	— 2	—	— 1	20·9	9·2	+11·6	+ 64	+147	+ 33	330·9	162·0	+168
Undated	+ 23	+ 12	+ 12	42·6	32·8	+ 9·7	— 1	—	—	3·3	4·8	— 1·4	+ 22	+ 12	+ 11	45·9	37·6	+ 8
Local authorities, etc., securities	+ 25	—	+ 24	28·0	30·2	— 2·2	+ 3	+ 2	— 2	9·5	6·7	+ 2·7	+ 28	+ 3	+ 22	37·4	36·9	+ 0
Total of public sector securities	+136	+ 92	+ 80	492·3	466·2	+ 26·3	— 10	— 1	— 10	77·0	81·5	— 4·6	+126	+ 91	+ 70	569·6	547·8	+ 21
Other investments:																		
Company securities:																		
Ordinary shares	+119	+142	+ 72	180·0	94·8	+ 85·2	—	+ 14	+ 15	40·7	22·5	+18·2	+119	+156	+ 86	220·7	117·3	+103
Preference shares	+ 22	+ 13	+ 2	15·4	31·9	— 16·4	+ 1	+ 1	+ 14	20·9	3·0	+17·9	+ 23	+ 14	+ 15	36·5	35·0	+ 1
Debentures, etc.	+145	+184	+208	288·2	54·7	+233·5	+ 1	+ 5	— 2	8·3	10·3	— 2·0	+146	+189	+206	296·5	65·0	+231
Mortgages and loans:																		
Home – House purchase loans	+ 32	+ 49	+ 87	141·4	78·2	+ 63·1	+ 2	+ 3	+ 3	5·7	9·0	— 3·3	+ 34	+ 53	+ 90	147·1	87·2	+ 59
Other mortgages and loans	+ 59	+ 78	+ 91	154·2	58·0	+ 96·2	— 1	+ 4	— 1	3·9	2·5	+ 1·4	+ 58	+ 82	+ 90	158·1	60·5	+ 97
Overseas	+ 1	+ 2	+ 1	3·1	1·4	+ 1·8	—	—	+ 1	1·2	2·4	— 1·2	+ 1	+ 1	+ 3	4·2	3·8	+ 0
Overseas government, etc., securities	+ 2	— 2	— 4	6·4	10·6	— 4·2	+ 3	+ 2	— 2	8·1	15·8	— 7·7	+ 5	— 1	— 6	14·5	26·4	— 11
Land, property and ground rents	+ 60	+ 57	+ 93	124·8	8·2	+116·7	+ 2	+ 2	— 4	4·0	3·6	+ 0·4	+ 62	+ 59	+ 89	128·9	12·0	+117
Other investments	— 1	—	—	6·3	6·9	— 0·7	—	+ 3	—	0·8	1·0	— 0·2	— 1	+ 3	+ 1	7·1	7·8	— 0
Total of other investments	+440	+522	+549	919·8	344·7	+575·1	+ 7	+ 34	+ 24	93·6	70·1	+23·4	+447	+556	+574	1,013·6	415·0	+598
Total of investments	+576	+614	+629	1,412·1	810·9	+601·3	— 3	+ 33	+ 14	170·6	151·6	+18·9	+573	+646	+643	1,583·2	962·9	+620
Cash and short-term assets	+ 1	+ 16	— 5			— 14·5	+ 6	+ 12	— 14			+ 8·3	+ 7	+ 28	— 19			— 6
Agents' balances, etc.	+ 9	+ 1	+ 10			+ 23·6	+ 28	+ 11	+ 24			+12·7	+ 37	+ 12	+ 34			+ 36
Total net investment	+586	+631	+633			+610·5	+ 31	+ 56	+ 25			+39·8	+617	+686	+658			+650

— = nil or less than £·05 million.

Table 2. Pattern of investment of life insurance funds (1)

Assets	Percentage of Totals								
	Holdings of Assets					Net Investment in Assets			
	Dec. 31, 1962	Dec. 31, 1963	Dec. 31, 1964	Dec. 31, 1965	Dec. 31, 1966	1963	1964	1965	1966
British government and government guaranteed securities	26	25	25	24	22	19	14	9	4
United Kingdom local authorities, etc., securities	5	5	4	4	4	4	—	4	—
Company securities:									
Ordinary shares	21	21	21	21	20	20	23	11	14
Preference shares	5	5	4	4	4	4	2	—	—3
Debentures, etc.	13	14	15	16	18	25	29	33	38
Mortgages and loans	17	17	17	17	18	16	20	28	26
Land, property and ground rents	10	10	10	10	11	10	9	15	19
Other investments (including overseas government, etc., securities)	1	1	1	1	1	—	—	—1	—1
Cash and other short-term assets	1	1	1	1	1	1	3	—1	—2
Agents' balances, etc.	2	1	1	1	2	2	—	2	4
Total	100	100	100	100	100	100	100	100	100
Value in £ million	6,785	7,425	8,143	8,826	9,514	586	631	633	611

(1) Holdings of British government and government guaranteed securities and United Kingdom local authorities, etc., securities are at nominal values; other assets are at book values Net investment in assets is at cash transaction values.

house purchase loans; and disinvestment in overseas government, etc., securities. Cash and other short-term assets rose by £8 million and agents' balances (mainly worldwide reinsurance balances) rose by £13 million to bring total net investment to £40 million, £15 million more than in 1965.

Holdings of assets

Table 3 shows that the book value of life funds' holdings of assets increased from £8,826 million at the end of 1965 to £9,514 million at the end of 1966, an increase of £688 million or about 8 per cent. Holdings of public sector securities (at nominal values) rose by £40 million or about 2 per cent during 1966 to £2,504 million, which represented about 26 per cent of total assets. Company securities (at book values) rose by £335 million to £3,975 million (42 per cent of total assets), mortgages and loans by £173 million to £1,715 million (18 per cent of total assets) and investments in land, property and ground rents by £118 million to £1,007 million (11 per cent of total assets). Agents' balances rose by £23 million during 1966 to £149 million, representing about 1.6 per cent of total assets.

The total assets of general funds rose by £41 million (about 4 per cent) during 1966 to £1,082 million. Proportionately, assets held at the end of 1966 were at broadly the same levels as at the end of 1965. About one-fifth were public sector securities (at nominal values); just over a third were company securities; about 12 per cent were mortgages, loans and investments in land, property and ground rents; and just over 21 per cent were agents' balances (which include amounts due from re-insurers).

The statistics shown in this table can give only a very broad picture of the distribution of insurance companies' assets because of the different bases of valuation. In general, security prices were lower at the end of 1966 than at the end of 1965, although such changes are not reflected in the table. In particular, equities fell by about 10 per cent according to the *Financial Times* All Shares index, while debentures fell by about half that amount and medium and long dated Government securities showed falls of between 2 and 5 per cent. Similarly, changes between the end of one year and the end of the next in the statistics of holdings of public sector securities by maturity dates are affected by the change during the year in the maturity classification of stocks (for further details and examples see *Board of Trade Journal*, June 26, 1964, page 1392).

Transactions in the first quarter of 1967

The total net investment of insurance companies in the first quarter of 1967 is shown in Table 4. At £151 million net investment was at virtually the same level as in the previous quarter, though it was some £13 million lower than in the first quarter of 1966.

Life funds' investment was £145½ million, about £7 million lower than in the fourth quarter of 1966. Investment in securities, etc., at £166 million was higher than in the previous quarter, but a continuation of the fall in holdings of cash and other short term assets (£20 million during the first quarter) brought total net investment below the previous quarter's level.

The most significant feature of life funds' investment during the quarter was net investment of £55 million in public sector securities, mainly long-dated British Government securities, which alone accounted for net investment of £67 million from purchases of £160 million. Investment in ordinary shares (just over £6 million) was at a very low level at a time of low prices and falling yields; in fact this was the lowest level since these statistics began in 1963. Investment in company debentures remained at a high level, but slightly below the level at the end of 1966. Investment in mortgages and loans in the first quarter was little changed from the previous quarter, although house purchase loans were lower and other mortgages and loans were higher. Investment in land, property and ground rents remained at about the average level during 1966.

The investment of the general funds at £5¼ million was higher than in the previous quarter, although it is subject to very large quarterly fluctuations which reduce the significance of particular quarterly changes. General funds shared with the life funds in investing in long-dated British Government securities (£11 million), while in contrast with the life funds a significant proportion of investment was in ordinary shares. Investment in securities, etc., was nearly £8 million, compared with little change in the previous quarter, but a fall in holdings of cash brought total net investment to about £5¼ million.

Notes and definitions

These statistics relate to holdings of and transactions in financial assets by United Kingdom insurance companies which are members of the British Insurance Association – that is, those whose parent company is registered and whose Head Office is in the United Kingdom; the Commonwealth companies which are members of the British Insurance Association are not included in the figures. The present articles includes figures for the Collecting Friendly Societies, the two largest of which are members of the British Insurance Association.

The returns include assets held in respect of money remitted by overseas branches and subsidiaries, but they exclude direct investment by a United Kingdom company in its overseas branches or subsidiaries, as well as financial assets held by or on behalf of those branches, even if held in the United Kingdom.

Thus the figures of holdings of assets differ from other published insurance statistics. The British Insurance Association itself publishes each year total investments of its British members. These figures differ in two important respects from those of holdings of assets published in the present article. First, the annual statistics published by the British Insurance Association include assets of overseas subsidiaries of United Kingdom companies, and secondly, public sector securities in the present statistics are at nominal values while in the Association's figures they are at book values.

The figures differ from those published by the Board of Trade in the Annual Summaries of Statements of Insurance Business published under the Insurance Companies Act, 1958, in additional respects; the latter give assets divided between companies carrying

(*Continued on next page*)

Table 3. Financial assets held by insurance companies

£ million

Assets	Life Funds					General Funds					Combined Funds				
	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec. 31, 1965	At Dec. 31, 1966	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec. 31, 1965	At Dec. 31, 1966	At Dec. 31, 1962	At Dec. 31, 1963	At Dec. 31, 1964	At Dec. 31, 1965	At Dec. 31, 1966
Public sector securities at nominal values:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	10	38	37	37	28	21	22	30	24	32	31	60	67	61	60
Over 5 and up to 10 years	73	94	73	162	81	65	58	53	43	32	138	152	126	186	113
Over 10 and up to 15 years	199	188	172	183	200	39	40	39	56	40	237	228	210	239	240
Over 15 years	1,088	1,148	1,279	1,253	1,327	79	69	57	44	55	1,166	1,217	1,336	1,296	1,382
Undated	372	414	440	471	496	10	13	9	9	6	381	427	449	480	502
United Kingdom local authorities, etc., securities:															
Period to maturity:															
Up to 5 years	35	36	38	40	36	11	10	13	11	13	46	46	51	51	49
Over 5 and up to 10 years	50	52	58	64	68	11	15	15	16	17	61	67	72	79	85
Over 10 and up to 15 years	69	82	87	92	88	9	8	8	7	6	77	90	95	99	94
Over 15 years	154	163	151	163	157	6	6	5	6	7	160	170	157	169	164
Undated	12	14	16	19	23	—	1	—	—	—	13	15	16	20	24
Total of public sector securities	2,060	2,230	2,352	2,464	2,504	251	242	228	216	208	2,311	2,472	2,580	2,681	2,712
Other assets at book values:															
Company securities: (1)															
Ordinary shares	1,399	1,538	1,731	1,821	1,948	173	194	203	225	250	1,572	1,732	1,933	2,046	2,199
Preference shares	339	357	364	375	360	33	37	35	48	66	371	395	399	424	426
Debentures, etc.	911	1,057	1,240	1,444	1,667	70	72	73	69	68	981	1,128	1,313	1,513	1,735
Mortgages and loans:															
Home – House purchase loans	685	719	768	848	876	31	30	32	35	28	715	749	800	883	904
Other mortgages and loans	450	508	587	677	820	16	17	17	16	17	467	525	603	694	838
Overseas	14	16	17	17	19	7	7	9	9	7	21	23	26	26	25
Overseas government, etc., securities	77	76	77	73	70	35	38	42	38	37	112	115	119	111	106
Land, property and ground rents	670	729	795	889	1,007	61	66	56	64	77	730	795	851	952	1,084
Other assets	24	26	28	30	40	15	17	21	40	22	39	43	49	69	63
Total of other assets	4,569	5,025	5,606	6,174	6,808	440	479	488	543	572	5,009	5,504	6,094	6,718	7,379
Total of above assets	6,629	7,255	7,958	8,639	9,311	691	721	716	760	780	7,320	7,976	8,674	9,398	10,091
Cash and short-term assets	50	55	69	62	54	56	65	77	60	70	106	120	146	122	123
Agents' balances, etc.	106	115	116	126	149	157	185	196	220	233	263	300	312	346	382
Total assets	6,785	7,425	8,143	8,826	9,514	904	972	989	1,041	1,082	7,689	8,397	9,132	9,866	10,596

(1) The figures for combined life and general funds include £245 million and at end-1962, £269 million at end-1963, £299 million at end-1964, £310 million at end-1965 and £318 million at end-1966 of securities of companies registered overseas. Of these amounts, £124 million (1962), £137 million (1963), £157 million (1964), £165 million (1965) and £167 million (1966), represented ordinary shares of United States companies; the balance consisted very largely of securities of companies registered in the overseas sterling area and Canada. Holdings of securities of companies registered in other countries, including Europe, totalled only £14 million (1962), £19 million (1963), £21 million (1964), £24 million (1965) and £23 million (1966).

on life business and other companies, compared with the breakdown between life assets and other assets in this article. The Annual Summaries also include companies which are not members of the British Insurance Association, but these are very small in relation to the total. The Collecting Friendly Societies are not included in the annual summaries published under the 1958 Act, but the two largest members of the Association of Collecting Friendly Societies, which are members of the British Insurance Association and together hold about 85 per cent of the total assets of all Collecting Friendly Societies, are included in the figures published by the British Insurance Association.

Cash and short-term assets include cash in hand and with United Kingdom banks, United Kingdom Treasury bills and local authority bills and temporary money, and other short-term assets held in the United Kingdom or overseas.

Holdings of public sector securities are at nominal values; holdings of other investments are at book values. Transactions in assets are at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized.

Public sector securities include British Government and Government guaranteed securities and United Kingdom local authority securities (including Harbour Boards, Water Boards, etc.). Treasury bills and local authority bills are not included under this heading. Securities with optional redemption dates are classified by their final date. Conversions on maturity are omitted from the statistics of transactions in assets.

Figures given in the various tables in this article have been rounded, and totals are not always exactly equal to the sums of their components.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times.* Monthly **4s.** (by post **4s. 6d.**). Annual subscription **£2 14s.** including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 4. Transactions at cash values in assets of insurance companies

£ million

Assets	Life Funds					General Funds					Combined Funds				
	Net Investment 1st qtr. 1966	Net Investment 4th qtr. 1966	1st quarter, 1967			Net Investment 1st qtr. 1966	Net Investment 4th qtr. 1966	1st quarter, 1967			Net Investment 1st qtr. 1966	Net Investment 4th qtr. 1966	1st quarter, 1967		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 4·9	+ 2·7	20·0	21·4	— 1·4	—2·1	+ 3·4	10·5	14·7	— 4·2	— 7·0	+ 6·1	30·5	36·1	— 5·6
Over 5 and up to 10 years	— 17·8	— 23·1	5·8	9·9	— 4·2	—2·0	— 8·6	4·4	8·7	— 4·3	— 19·8	— 31·6	10·2	18·6	— 8·5
Over 10 and up to 15 years	— 18·2	— 30·8	7·4	21·9	— 14·4	—0·2	— 1·6	2·1	4·2	— 2·1	— 18·5	— 32·3	9·6	26·1	— 16·5
Over 15 years	+ 17·1	+ 86·8	160·0	92·6	+ 67·4	—1·6	+11·5	29·3	18·3	+11·0	+ 15·5	+ 98·3	189·3	110·9	+ 78·4
Undated	+ 5·9	— 1·7	13·0	7·6	+ 5·4	—0·2	— 1·8	0·8	0·5	+0·3	+ 5·7	— 3·5	13·8	8·1	+ 5·6
United Kingdom local authorities, etc., securities	+ 8·5	— 8·1	9·5	7·7	+ 1·9	+0·2	+ 1·6	2·1	3·1	— 1·0	+ 8·7	— 6·5	11·7	10·7	+ 0·9
Total of public sector securities	— 9·4	+ 25·9	215·7	161·0	+ 54·7	—5·8	+ 4·6	49·2	49·5	— 0·2	— 15·2	+ 30·5	264·9	210·5	+ 54·5
Other investments:															
Company securities:															
Ordinary shares	+ 27·8	+ 15·4	35·8	29·5	+ 6·3	+6·0	+ 3·5	9·6	3·8	+ 5·8	+ 33·8	+ 18·9	45·4	33·3	+ 12·1
Preference shares	+ 0·2	— 9·4	3·8	14·4	— 10·6	+3·9	+ 1·6	1·9	0·6	+ 1·3	+ 4·1	— 7·8	5·6	15·0	— 9·4
Debentures, etc.	+ 71·5	+ 54·1	64·4	14·0	+ 50·3	+0·1	— 2·7	2·6	2·9	— 0·3	+ 71·6	+ 51·4	67·0	16·9	+ 50·1
Mortgages and loans:															
Home – House purchase loans	+ 18·3	+ 15·3	27·8	16·1	+ 11·8	—4·5	+ 0·2	1·2	0·9	+ 0·3	+ 13·8	+ 15·5	29·0	16·9	+ 12·1
Other mortgages and loans	+ 25·6	+ 21·9	44·3	19·9	+ 24·4	+1·8	+ 0·1	0·5	0·8	— 0·4	+ 27·3	+ 21·9	44·8	20·7	+ 24·1
Overseas	+ 0·3	+ 1·1	1·1	0·2	+ 0·9	+0·1	— 0·7	—	0·1	— 0·1	+ 0·4	+ 0·4	1·2	0·3	+ 0·8
Overseas government, etc., securities	— 1·7	—	1·2	1·2	—	—0·5	— 6·6	2·8	2·4	+ 0·4	— 2·2	— 6·7	4·0	3·6	+ 0·4
Land, property and ground rents	+ 22·2	+ 38·3	29·5	1·4	+ 28·1	+0·1	+ 0·4	1·8	0·9	+ 0·9	+ 22·3	+ 38·6	31·4	2·3	+ 29·0
Other investments	— 0·2	—	0·1	0·3	— 0·3	—	— 0·1	0·3	0·3	—	— 0·1	— 0·1	0·4	0·6	— 0·2
Total of other investments	+164·1	+136·6	207·9	96·9	+111·0	+7·0	— 4·5	20·8	12·8	+ 7·9	+171·1	+132·1	228·7	109·8	+118·9
Total of investments	+154·6	+162·5	423·7	258·0	+165·7	+1·2	+ 0·1	70·0	62·3	+ 7·7	+155·8	+162·6	493·7	320·3	+173·4
			BALANCES					BALANCES					BALANCES		
			Dec. 31, 1966	Mar. 31, 1967				Dec. 31, 1966	Mar. 31, 1967				Dec. 31, 1966	Mar. 31, 1967	
Cash and other short-term assets:															
Cash in hand and with UK banks	+ 4·1	— 0·3	26·7	11·5	— 15·2	—5·2	+ 3·2	41·2	36·3	— 4·9	— 1·1	+ 2·9	68·0	47·8	— 20·2
UK local authority bills and temporary money	+ 6·5	— 8·3	15·2	9·8	— 5·4	+4·7	— 1·9	5·9	7·1	+ 1·3	+ 11·2	— 10·2	21·0	16·9	— 4·1
Other short-term assets	— 2·0	— 1·8	11·7	12·2	+ 0·5	+0·1	— 1·6	22·7	24·3	+ 1·6	— 1·9	— 3·4	34·4	36·5	+ 2·1
Total cash and other short-term assets	+ 8·6	— 10·4	53·7	33·5	— 20·1	—0·5	— 0·3	69·8	67·7	— 2·1	+ 8·1	— 10·7	123·4	101·2	— 22·2
Total net investment	+163·3	+152·2			+145·5	+0·7	— 0·2			+ 5·6	+164·0	+151·9			+151·2

— = nil or less than £·05 million.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Motor Cycles, Three-Wheel Vehicles, Pedal Cycles and Parts for May 1967.
Pottery and Electrical Ware for May 1967.
Rubber for April 1967.
Gramophone Records for May 1967.
Timber – Softwood, Hardwood and Plywood for June 1967.
Wood Chipboard for June 1967.
Wheeled Tractors for May 1967.
Locomotives for May 1967.
Clothing for May 1967.
Boxes, Cartons and Fibreboard Packing Cases for May 1967.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for May 1967, prepared by the Ministry of Commerce is 127 (1963=100). This is five points lower than for April 1967, and two points higher than for May 1966.

The index numbers for the main industrial groups with the increase or decrease on May 1966, shown in brackets are: textiles 132 (−); clothing 97 (−21 points); engineering and metals 127 (+9); food, drink and tobacco 109 (−2); timber and furniture 103 (−10); mineral products 135 (−4); other manufacturing industries 161 (−2); construction 140 (+5); gas, electricity and water 128 (+18).

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Exhibitions and Fairs

Mounting interest by Toronto press and radio for British Week

THE BOARD OF TRADE British Week Office in Toronto reports a steadily increasing interest by Canadian press and radio in preparations for the British Week, which will reach a climax in a mammoth publicity drive next September.

Daily press

The series of samples displays, particularly those of menswear, womenswear, and food and confectionery, have attracted a great deal of attention, and were given wide coverage in the women's sections of leading Toronto daily newspapers. Photographs of the various samples shows and of the City of London Pavilion and other subjects connected with the Week have also been prominent in the daily press.

Trade press

In addition, important supplements have been published in the trade press on the Womenswear Show (*Style*) and the Food Samples Show (*The Grocer*), and a number of other trade journals have featured various aspects of the commercial preparations for the Week.

Television

The British Week received more than a passing mention in the course of three interviews on the Elwood Glover Show (CBC), given by the British Week director, Mr. Raymond Jones (March), Sir Hugh Casson (May) and by the Principal British Trade Commissioner, Mr. Geoffrey Jackson (June). There was considerable news coverage of the womenswear, menswear, and food sample shows on CBC, CFTO (Channel 6) and CHCH (Channel 9). Mr. Raymond Hudd, leader of the Newspaper and Periodicals Publishers Mission, was interviewed for five minutes on CFTO against the background of the periodicals display.

Radio

A seven-minute taped interview by Mr. Jones on the British Week has been broadcast twice by CKFH, and CBC has broadcast recorded interviews of 15 minutes each with Mr. Douglas Lewis and Mr. Derek Rose, and a five-minute interview with Mr. John Golfar (leader of the Food Samples Mission). Mr. Golfar was also interviewed by the International Service of CBC for 15 minutes and this was broadcast in Europe, South America, the United States, Australia and New Zealand. Sir Hugh Casson was interviewed by CBC for 10 minutes and for their International Service for 15 minutes. The leader of the Cosmetics Mission was interviewed by Miss Nan Dobson of CBC for five minutes.

Special Supplements

Toronto Life is planning to devote a special section and front cover of its October issue to the British Week, and four British Week sections are being published monthly in *The Merchandiser*, two of which have already appeared. Other special features are being published by *The Canadian Collector* (on Antiques) and *Volume Retail Merchandiser* (general coverage). Special supplements on British books have been proposed by *Globe and Mail Magazine* and by *Quill and Quire*.

These proposals are being followed up but will depend on the advertising support given to them by British firms.

A continental-style advertisement column was a decorative and informative feature of the Cooper, McDougall & Robertson stand at the 18th World Veterinary Congress held at the Parc Des Expositions de la Porte de Versailles in Paris from July 17-22.

Building materials exhibition, Prague

A report from the British Embassy, Prague

AN INTERNATIONAL EXHIBITION of building materials and technical literature was held in the Congress Hall of the Julius Fucik Park, Prague, from June 28 to July 13.

The exhibition was convened by the Czechoslovak Building Centre and organized by the publicity agency 'Made in Publicity'. It coincided with the ninth World Congress of the International Union of Architects, held this year in the Czechoslovak capital.

The building materials exhibition was opened by Dr. Frantisek Vlasak, Deputy Minister and Chairman of the State Commission for Technology. Out of a total of over 60 firms exhibiting, more than 40 were British, including a number of well-known names in the manufacture and supply of building and household components. However, not all of the British exhibitors sent representatives. The individual British stands were grouped on a single exhibition site designed by the London Chamber of Commerce and having its own Information and Reading Centre. This main site occupied almost one third of the hall's exhibition space. The British participation was the result of a joint venture by the London Chamber of Commerce and the Board of Trade.

The British joint stand was awarded one of the five prizes for the best stands; the firm of Messrs. Sissons Bros. & Co. Ltd. were awarded one of the prizes for the best exhibits (the Portaflek paint process).

The exhibition attracted great interest among building construction and ancillary enterprises from all parts of Czechoslovakia. It was visited by many senior officials and Ministers, including Deputy Prime Minister Krejcir, and the Minister of Building, Mr. Takac. His Excellency the British Ambassador and Lady Barker spent an afternoon touring British and other stands and examining the collection of technical literature.

British exhibitors were in general understood to be very satisfied by the interest shown in their products. It is expected that discussions begun at the exhibition will result in substantial business in due course, especially for the licensing of some processes of manufacture.

Store promotions in Tokyo

THE BOARD OF TRADE is supporting two major promotions at department stores in Tokyo this October. The buying of British goods for these events is expected to exceed a quarter of a million pounds. They are at the Mitsukoshi store (October 10 to 22) and the Seibu store (October 6-18). Both promotions are supported by Japanese newspapers and by the British Embassy in Tokyo, and will be opened by HRH Princess Chichibu of Japan. Both stores are mounting large supporting exhibitions with the help of the Board of Trade, who are also providing display material and features and other support. Both exhibtions will be of a kind normally to be seen in galleries overseas, for the great stores in Japan take the place of museums and galleries in presenting cultural exhibits to the Japanese public.

The Mitsukoshi promotion will feature exhibitions based on Admiral Lord Nelson and the Victorian period. Many valuable relics are being lent for the former by the Greenwich and Victory Museums, from HMS 'Victory' and by Lloyds of London. Admiral Sir Frank Hopkins, Commander in Chief Portsmouth, has been invited to visit Tokyo with Lady Hopkins as guests of the Mitsukoshi for this event. Other items of great historical interest are being lent by the Victoria and Albert Museum, the Bethnal Green Museum, the Muselm of Childhood, Edinburgh, and from private sources.

The Seibu promotion is primarily an exhibition of items connected with British Royalty, particularly of Queen Victoria. The Trustees of the London Museum, with the approval of HM the Queen and HM the Queen Mother, have agreed to lend an important selection of royal items, including the coronation robes of Queen Victoria. Dr. P. B. Harden, the Director of the London Museum, has been invited to pay a courtesy visit to Tokyo for this event. The loan of pictures, silver, ceramics and tapestries, etc., all relating to the Victorian period, from the Birmingham Museum and Art Gallery, has also been arranged by the Board of Trade. This is being handled by the Mainichi Group and will be accompanied by a representative of the Birmingham Gallery. Other items are being loaned from the Duke of Bedford's collection.

There will be considerable British presence in Japan at about the time of these promotions, including a mission from the Scottish Council led by Lord Clydesmuir, and a technical symposium on electronics in Kyoto led by Sir Robert Watson Watt, pioneer of radar. A mission also goes to Tokyo from the London Chamber of Commerce under the leadership of Jeffrey Hamm, chairman of Dodwell's.

Dental equipment on show in Paris

A report from the British Embassy, Paris

FROM JULY 7 TO 13 inclusive, the largest exhibition of dental equipment ever staged in France was held at the Palais du Centre National des Industries Techniques in Paris, organized by the International Dental Federation in connection with their 14th World Dental Congress.

The Palais is an impressive modern hall, of which the whole of the third floor was used to accommodate the 300 or so stands. Over a third of the stands were French, though many of these were displaying foreign equipment. German firms were very much in evidence, as were the Italians and Americans to a lesser extent. Other countries exhibiting included Switzerland, Japan, Sweden, Austria, Belgium, Netherlands, Canada, Denmark, Czechoslovakia, Israel, Spain and Yugoslavia.

Twelve British firms took part in a joint venture under the auspices of the Board of Trade and the Association of British Dental Traders, while two other British firms were exhibiting independently. An eye-catching and informative four-page advertisement in the exhibition catalogue drew attention to the joint venture stands. The display of national flags was prohibited, but one exhibitor helped make the British presence felt by giving away Union Jack paper carrier bags.

The range of products and equipment on display was very wide. It included dentists' chairs, aspirators and drills, together with their attachments, as well as prosthetic materials and instruments. Publishers and similar service industries were also present.

In spite of the approach of the French holiday season and the fact that a very important dental exhibition will be held in Cologne in September, 1968, there were over 10,000 visitors and most exhibitors were well pleased with the inquiries they received. The international nature of the event is underlined by the fact that inquiries came from as far afield as the United States, Brazil, Turkey, Lebanon and South Africa. It is difficult to point to any resounding success stories, but a number of the British exhibitors can look forward to improved business as a result of contacts made at the exhibition.

Most of the French visitors were dentists and dental technicians. This was also an excellent opportunity for British firms to contact potential agents by visiting them on their own stands, a number of which already carried British equipment. In some cases, British firms were showing their products on their agent's stand as well as their own.

It was heartening to find that, in general, the British exhibitors were very competitive in both price and quality, even with the Germans and other producers, who enjoy Common Market preferential rates of duty. The standard of dentistry in France is high, and the French market should prove a very worthwhile one for British dental manufacturers.

Indeed, the French market for surgical and medical equipment in general merits inspection. It is hoped that more British firms will direct their attention there. They are reminded that both the Export Services Branch of the Board of Trade and the Commercial Department of the British Embassy in Paris are ready to help them in this.

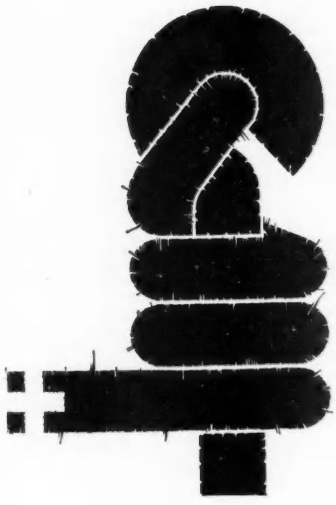
Amberg welcomes British consumer goods

AMBERG, whose compact shopping centre caters for a population in the city and surrounding district of about 100,000, has recently been the scene of a British Shopping Week. Whilst the Week itself lasted from June 18 to 25, the consumer goods promotion started six days earlier on June 12.

The Shopping Week itself grew from the close association between the city of Amberg and the 10th Royal Hussars stationed at Münster, whose regimental band played during the Week. To stimulate a British atmosphere a number of civic, military, sporting and cultural attractions were arranged. These included an open air service; a football match between Amberg Football Club and the 10th Hussars; an international dance and music concert; an Anglo-German beat evening; performances by the John Wright Marionettes and a ball. A particularly popular figure during the Shopping Week was 6 ft. 6 in. tall Police Constable Edmund Brock from the East Suffolk Constabulary.

In the leading shops British goods were given prominence and display material supplied by the Board of Trade was used effectively to decorate stores. An extensive range of British goods were on sale in the shops; in many cases these had been purchased specially for the promotion. British carpets, cosmetics, costume jewellery, china, electrical appliances, fashion piece-goods, bedding, liquor, minerals, confectionery and garden equipment were on sale during the Shopping Week. First reports show that where special promotions of goods were arranged sales increased noticeably and some stores have indicated that they will be re-ordering items which were not previously stocked. The outstanding success of the Week was a well-known make of confectionery stocked for the first time by one of the principal department stores which achieved sales averaging nearly £100 per day, a six-fold increase in the store's normal confectionery sales. One result of the promotion is the fact that one of the department stores who took part is now considering holding its own British promotion next year.

The British Shopping Week in Amberg proved successful in all its aspects, and in the commercial sphere the indications are that the long-term demand for British consumer goods will increase significantly.



48th

SWISS NATIONAL FAIR

"Comptoir Suisse"

LAUSANNE, September 9 — 24, 1967

Official foreign guests: Spain, Ivory Coast Republic

Leaflets obtainable from:

Swiss Embassy, 77-81 Gloucester Place, London, W.1

Swiss Consulate, Sunley Buildings, 18th floor, Piccadilly Plaza, Manchester 1

See you there

International Watch & Jewellery Trade Fair Earls Court, London, 18-22nd September 1967

HOURS OF OPENING:
18 – 19 September 10.00 a.m. – 6.00 p.m.
20 – 21 September 10.00 a.m. – 7.30 p.m.
22 September 10.00 a.m. – 1.00 p.m.

SPONSORED BY:
The National Association of Goldsmiths, in conjunction with the journal "Watchmaker, Jeweller & Silversmith".

ORGANISED BY:
Industrial and Trade Fairs Limited, Commonwealth House, New Oxford Street, London WC1. Telephone: 01-242 9011. Cables: Indatfa London WC1. Telex: 262567.

Twelve British firms participated in a joint venture organized by the Board of Trade and the Association of British Dental Traders at the World Dental Exhibition in Paris. Picture shows, left to right: Monsieur R. A. Camus, French branch office manager; Mr. C. M. Rose, Counsellor Commercial at the British Embassy; Mr. John G. Innes of the F. H. Wright Dental Manufacturing Co. Ltd.; Mr. T. H. Steggle, Second Secretary (Commercial); and Mr. M. Bailey, commercial officer.

The band and contingent from the 10th Hussars march through the streets of Amberg at the beginning of the British Week. First reports of the Week show that sales increased considerably as a result of special promotions of British goods.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 52 of the Board of Trade Journal Supplement, *April 21, 1967.*

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on July 14, 1967)

The next full supplement will be published on November 3.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1967

Metz: INTERNATIONAL AUTUMN FAIR – September 27-October 8, 1967.
This entry should be amended to read:
A joint venture with the London Chamber of Commerce (7 firms).
(Mr. A. G. Pearson, Ext. 2398).

AMENDMENTS – 1968

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 1968.
This entry should be amended to read:
An Official Information Stand manned by representatives of the British Vice-Consulate at Cagliari.
(Miss F. King, Ext. 2782).

Hanover: HANOVER FAIR – April 27-May 5, 1968.
This entry should be amended to read:
Joint ventures with:
(1) Business Equipment Trade Association.
(2) Electric Light Fittings Association.
Probable joint ventures with:
(3) Engineering and Building Centre, Birmingham.
(4) British Electrical and Allied Manufacturers' Association.
(5) British Stationery and Office Equipment Association.
(6) British Rubber and Allied Manufacturers' Association.
(7) British Pottery Manufacturers' Association.
(8) Federation of Sussex Industries.
(9) Glass Manufacturers' Federation.
(10) British Internal Combustion Engine Manufacturers' Association.
Firms interested in participation should contact their associations immediately.
(Mr. P. R. Clay, Ext. 3559).

ADDITIONS – 1968

Tel-Aviv: INTERNATIONAL TRADE FAIR – June 4-22, 1968.
The Board of Trade will organize the British Sections at the Fair, if there is sufficient support from industry.
(Mr. J. Gallacher, Ext. 3558).

Bucharest: PROPOSED BRITISH INDUSTRIAL EXHIBTION – October 1968.
Inquiries about this proposed All-British Exhibition, sponsored by the East European Trade Council, should be addressed to British Overseas Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

ADDITIONS – 1969

Sao Paulo: PROPOSED BRITISH INDUSTRIAL EXHIBITION – Spring 1969.
Inquiries about the proposed British participation in this event should be addressed to British Overseas Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

(b) SPECIALIZED

DELETE – 1967

Los Angeles: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – September 1-10, 1967.

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17, 1967.

ADDITIONS – 1967

Utrecht: INTERNATIONAL FURNITURE EXHIBITION – November 6-11, 1967.
A joint venture with the British Furniture Manufacturers' Federated Associations. Firms interested in participating should contact the Federated Associations.
(Mr. T. E. Kerfoot, Ext. 3071).

AMENDMENTS – 1968

Washington: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW March 17-21, 1968.
This entry should be amended to read:
A joint venture with the British Electrical & Allied Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786).

Lausanne: INTERNATIONAL CONGRESS AND EXHIBITION OF PHOTOGRAMMETRY – July 8-19, 1968.
This entry should be amended to read:
A joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. T. E. Kerfoot, Ext. 3071).

ADDITIONS – 1968

Greenville (USA): WOODWORKING MACHINERY AND EQUIPMENT SHOW – May 15-21, 1968.
A probable joint venture with the Machine Tool Trades' Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786).

Paris: INTERNATIONAL CHEMICAL EXHIBITION – May 24-June 1, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783).

Frankfurt: INTERNATIONAL LAUNDRY, DRY CLEANING AND DYEING EXHIBITION – June 9-17, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Vienna: WORLD HAIRDRESSING CHAMPIONSHIPS EXHIBITION – September 22-24, 1968.
A probable joint venture with the Hairdressing Manufacturers' and Wholesalers' Association Ltd. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782).

Utrecht: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICAL, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23, 1968.

A possible joint venture with the Council of British Manufacturers of Petroleum Equipment. Firms interested in participation should contact the Council.
(Mr. T. E. Kerfoot, Ext. 3071).

AMENDMENTS – 1969

Frankfurt: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 26-30, 1969.
This entry should be amended to read:
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

(c) BRITISH WEEKS AND STORE PROMOTIONS

DELETE – 1967

Lexington: MEYERS RIDING APPAREL & SPORTSWEAR – October 28-November 3, 1967.

AMENDMENTS – 1967

Toronto: BRITISH WEEK – October 12-21, 1967.
This massive promotion of British consumer goods jointly organized by the Board of Trade and the Committee for Exports to Canada (CECAN) will be opened by the Prime Minister of Canada on Thursday, October 12.
A major attraction will be the Centrepiece housed in the Queen Elizabeth Building which will include a British Pub, an Inventive Britain exhibit, displays of cars, wool textiles, carpets, books, periodicals, a British Food Fair and design exhibits.
Princess Alexandra and the Hon. Angus Ogilvy will visit Toronto from October 16-19 as will many other notable personalities.
Interest is such that at least 1,000 Toronto retail outlets are already certain to participate and distribution of Display Material will shortly commence.
In Britain the CECAN Product Group Committees with encouraging response from Industry are making every effort to ensure that sufficient stocks are available in reserve to meet the demand for replenishment from the Toronto stores.
Time is short and any firm who have not made their arrangements should contact Miss Ann Roush, CECAN, or the Board of Trade without delay.
(Mr. A. H. Divers, Ext. 3373).

Pittsburgh: JOSEPH HORNE CO. – Autumn, 1967.
The dates of this event will be October 16-28.
(Mr. R. A Hillier, Tate Gallery 1288, Ext. 7240).

Los Angeles: J. W. ROBINSON CO. – Autumn, 1967.
The dates of this event will be October 23-November 4.
(Mr. R. A Hillier, Tate Gallery 1288, Ext. 7240).

ADDITIONS – 1967

Lusaka: C.B.C. (ZAMBIA) – Late August, 1967.
This store will promote British clothing in five of its branches in Zambia.
The store's London Buying House is Campbell & Booker (Buying & Export) Ltd., The Adelphi, John Adam Street, London, W.C.2 (Tel. Whitehall 4041).
(Mr. D. R. Cork, Ext. 2760).

Netherlands: DE GRUYTER – STORE PROMOTION – August 21-September 30, 1967.
The De Gruyter group of food stores has 530 retail outlets throughout Holland which will all take part in this promotion, which is based on the theme 'Swinging London'. A London Transport double-decker bus will tour Holland for the first three weeks and a number of 'games' have been devised with many worthwhile prizes including trips to London for 200 winners, who will be provided with cash to spend in London shops.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Zurich: OSCAR WEBER – STORE PROMOTION – September 5-November 30, 1967.
This well-known Zurich department store is holding a promotion of 'London Look' clothes and accessories for the younger set, both male and female, in a boutique it is creating called the 'Chelsea Club'. The London Buying House is GUS International Ltd., Glen House, 200 Tottenham Court Road, London, W.1.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

New York: BLOOMINGDALES – September 23-October 31, 1967.
A promotion of menswear with the support of the British Menswear Guild.
The London Buying House for this store is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. Hunter 4721).
(Mr. D. R. Cork, Ext. 2760).

New York: ABRAHAM & STRAUS – October 1-15, 1967.
This promotion will feature menswear and will be supported by the British Menswear Guild.
The store's London Buying House is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. Hunter 4721).
(Mr. D. R. Cork, Ext. 2760).

Rochester, New York: SIBLEY LINDSAY & CURR – November 1-18, 1967.
This store is holding a menswear promotion with the support of the British Menswear Guild.
The London Buying House representing Sibley's is Associated Dry Goods (United Kingdom) Ltd., 24/30 Great Titchfield Street, London, W.1 (Tel. Museum 5781).
(Mr. D. R. Cork, Ext. 2760).

Spain: ASGA INTERNATIONAL – STORE PROMOTION – November 4-24, 1967.
Asga International is holding a promotion of British goods in the Galerias Peciados Department Store in Madrid (2 sites) and in Barcelona, Seville and Bilbao. London Buying House – Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London, W.1 (Tel. Mayfair 8805).
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

AMENDMENTS – 1968

Stockholm: MAJOR BRITISH WEEK – September 27-October 5, 1968.
A British Week Office has been established in Stockholm with a team of four executives. It is hoped that many hundreds of shops will purchase and display British goods and as a first step these are being visited by staff from the British Week Office. A very comprehensive programme of supporting events and special features will also be arranged.
A booklet known as the 'Stockholm Guide' is now available and manufacturers seeking a copy of this guide and other information regarding the Week should contact the Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1. (Tel. 01-930 3121).
(Miss M. M. Wood, Ext. 3042).

ADDITIONS – 1968

Stockholm: KOOPERATIVE FORBUNDET MAJOR FOOD PROMOTION – February, 1968.
Kooperative Forbundet which is the largest retail and wholesale organization in Sweden will hold a major British food promotion throughout Sweden next spring. It is expected that 300 'supershops' and 500 smaller shops will take part and it will, therefore, provide an important spring-board for the British Week in Stockholm that autumn.
Manufacturers wishing to offer their products to the Co-operative should contact Mr. Teian, Scandinavian Co-operative Wholesale Society, 3 Tower Hill, London, E.C.3 (Tel. 01-626 2831)
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Frankfurt: HERTIE GROUP MAJOR STORE PROMOTION – April, 1968.
A major promotion of British consumer goods will be held in the period mid to end April 1968 in 63 Hertie stores throughout the Federal Republic and W. Berlin. The promotion will cover a wide range of consumer goods and a substantial amount of additional purchasing will be made. Of particular interest will be clothing and textile goods.
Manufacturers wishing to offer their products to the Group should contact Herr Kraft, Hertie Waren-und Kaufhaus G.m.b.H., 6 Frankfurt/Main, Zeil 42, W. Germany (Tel. 21901, Telex 0411244) copying to Mr. R. W. Allan, British Embassy, Friedrich Ebert Allee 77, 5300 Bonn, W. Germany.
The Board of Trade is fully supporting this promotion and will be assisting the Group in a number of ways in addition to supplying display material to the participating stores.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—*Section II-IV*

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extension 3069.

Eastern Europe	3558
Cologne, Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in Western Germany	3557
Austria, Italy	2782
France (Paris only)	2783
Other towns in France, Belgium, Luxembourg	2398
Malta, Netherlands, Switzerland	3071
Other Western European Countries and the rest of the World	2496
United Kingdom	3008

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS AND EXHIBITIONS– Section II

Amendments – 1967

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
This entry should be amended to read:
Apply, J. S. Rogers, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4 (Tel. City 4444).

Addition – 1967

PARIS: FRENCH FANCY JEWELLERY EXHIBITION – September 10-18.
* Apply, M. Micheli, 10 Rue Charlot, Paris 3.

BRUSSELS: INTERNATIONAL CLOTHING EXHIBITION (VESTIRAMA) – October 1-5.
* Apply, Textirama V.Z.W., Leopold Laan 44, Ghent.

PARIS: DO-IT-YOURSELF EXHIBITION – November 5-13.
* Apply, Salon du Bricolage, 42 Rue du Louvre, Paris 1.

BRUSSELS: FURNITURE EXHIBITION – November 23-27.
* Apply, Feire du Meuble, 70 Coudenberg, Brussels 1.

Amendments – 1968

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM).
The Board of Trade have been informed that this event will take place from January 28-February 3.

AMSTERDAM: INTERNATIONAL MOTORCYCLES, MOPEDS, CYCLES AND ACCESSORIES EXHIBITION.
The Board of Trade have been informed that this event will take place from February 26-March 4.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA).
The Board of Trade have been informed that this event will take place from March 15-24.

ZARAGOZA: INTERNATIONAL FAIR FOR AGRICULTURAL MACHINERY.
The Board of Trade have been informed that this event will take place from March 31-April 9.

MILAN: INTERNATIONAL SAMPLES FAIR.
The Board of Trade have been informed that this event will take place from April 14-25.

LIEGE: INTERNATIONAL SPRING COMMERCIAL FAIR.
The Board of Trade have been informed that this event will take place from April 28-May 13.

Additions – 1968

STOCKHOLM: THE INDUSTRIAL ART FAIR – January 17-21.
Apply, Skandinavisk Konstindustrimassa AB, Box 56, Markaryd, Sweden.

LEIPZIG: INTERNATIONAL SPRING FAIR – March 3-12.
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1 (Tel. Hyde Park 3111/2).

AMSTERDAM: INTERNATIONAL HOUSEHOLD FAIR (HUISHOUDBEURS) – April 19-28.
* Apply, The Organizers, I.H.F., RAI Building, Amsterdam.

BARCELONA: INTERNATIONAL MOTOR SHOW – April 20-30.
* Apply, Sector Automovil, Feria Official e Internacional de Muestras en Barcelona, Av. Maria Cristina, Palacio No. 1, Barcelona 4.

FLORENCE: INTERNATIONAL HANDICRAFTS FAIR – April 23-May 6.
* Apply, Mostra Mercato Nazionale dell Artigianato, Piazza Della Liberta, Florence.

BELGRADE: 12TH INTERNATIONAL TECHNICAL FAIR– May 18-26.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

PARIS: INTERNATIONAL FAIR (FOIRE DE PARIS) – May 18-June 3.
* Apply, French Chamber of Commerce, Park House, 24 Rutland Gate, London, S.W.7 (Tel. Knightsbridge 9628).

BELGRADE: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES – May 20-28.
Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

PARIS: ELECTRICAL EQUIPMENT EXHIBITION – May 20-30.
Apply, Syndicat General de la Construction Electronique, 11 Rue Hanelin, Paris 16e.

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION – May.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

TRIESTE: INTERNATIONAL SAMPLES FAIR – June 21-July 5.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

LAUSANNE: INTERNATIONAL EXHIBITION AND CONGRESS OF PHOTOGRAMMETRY – July 8-19.
Apply, Dr. K. Bachmann, Ecole Polytechnique de l'Universite, Institutes de Photogrammetrie, Avenue de Cour 33, (1000) Lausanne.

LENINGRAD: INTERNATIONAL FISHING EXHIBITION (INRYBPROM – '68) – August 6-20.
Apply, The USSR Chamber of Commerce, Foreign Exhibition Department, 6 Ul. Kuibysheva, Moscow K-3, USSR.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
Apply, J. S. Rogers, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4 (Tel. City 4444).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 1-8.
Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1 (Tel. Hyde Park 3111/2).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 14-24.
* Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 20-October 2.
* Apply, Salone Internazionale della Technica, Corso Massimo d'Azeglio 15, Turin.

CHARLEROI: INTERNATIONAL TECHNICAL AND INDUSTRIAL EXHIBITION – September 21-29.
† Apply, Secretariat, Palais des Expositions, Charleroi.

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKAGING – September 21-29.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

VIENNA: WORLD HAIRDRESSING CHAMPIONSHIPS EXHIBITION – September 22-24.
Apply, Zentralunion der Frisseure, Mollardgasse 1, Vienna 6.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW (BENELUX) – September.
* Apply, Secretariat de l'Institut Est. du Commerce, 7 Lange Kruisstraat, Ghent.

SALONIKA: INTERNATIONAL TRADE FAIR – September.
* Apply, Foire International de Thessalonika, Salonika, Greece.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

BRUSSELS: INTERNATIONAL HARDWARE FAIR – October.
* Apply, Commissaire General, Rue Duquesnoy 14, Brussels 1.

LJUBLJANA: 15TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATIONS, AUTOMATION AND NUCLEONICS – October.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts. (Tel. Hatfield Heath 315).

Amendments – 1969

Delete: FRANKFURT: INTERNATIONAL PLUMBING AND HEATING EXHIBITION – April.
Insert: FRANKFURT: INTERNATIONAL EXHIBITION FOR HEATING AND PLUMBING EQUIPMENT – March 26-30.

Additions – 1969

BRUSSELS: EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – September.
† Apply, Secretariat, Avenue du Domaine 17, Brussels 15.

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR-CONDITIONING EXHIBITION – September.
† Apply, Salon Europeen du Chauffage, Rue Van Eyck 44, Brussels 5.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1967

SOUTH AFRICA:
For all fairs which are organized by SA Exhibitions Organizers (Pty) Ltd. the UK Agents are:
Brintex Ltd., Exhibition Organizers, 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

Additions – 1967

JOHANNESBURG: THE INSTRUMENT AND CONTROL SOCIETY'S 5TH INSTRUMENT AND AUTOMATION EXHIBITION – August 21-26.
Apply: Industrial Exhibition Organizers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

JOHANNESBURG: INTERMAP '67 – an exhibition of equipment for construction and public works – September 11-16.
Apply, Industrial Exhibition Organizers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

JOHANNESBURG: MODERN LIVING – an exhibition of furnishings, furniture and household aids – September 11-16.
Apply, Industrial Exhibition Organizers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

JOHANNESBURG: CLOTHING '67 – a combined exhibition and fashion show for the clothing industry – September 29-October 7.
Apply, Industrial Exhibition Organizers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

JOHANNESBURG: PAKEX SA – a print and packaging conference and exhibition – October 24-28.
Apply, Industrial Exhibition Organizers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

WASHINGTON: THE AMERICAN DENTAL ASSOCIATION – October 29-November 1.
Apply, John J. Hollister, American Dental Association, 211 East Chicago Avenue, Chicago, Illinois 60611.

MAKATI RIZAL, MANILA: INTERNATIONAL FARM MACHINERY CONFERENCE AND AGRICULTURAL TRADE FAIR – December 1-31.
Apply, Secretariat, 950 United Nations Avenue, Manila.

JOHANNESBURG: POWER '67 – an exhibition of motoring accessories, conversion kits and other items of interest to the motoring enthusiast.
Apply, Industrial Exhibition Organizers (Pty) Ltd., P.O. Box 15517, Siemend, Johannesburg.

Amendments – 1968

SYDNEY: INTERNATIONAL TOY FAIR.
The Board of Trade have been informed that the fair will take place from March 17-21.

Additions – 1968

TORONTO: FLOOR COVERING SHOW – January 8-13.
Apply, Ronald J. Madden, Canadian Furniture Mart, 1450 Don Mills Road, Don Mills, Ontario.

MIAMI: INTERNATIONAL BOAT SHOW – January 12-17.
Apply, Mr. John Rogers, Executive Manager, Miami International Boat Show, 1333 South Miami Avenue, Miami, Florida 33130.

NEW YORK: CONCRETE INDUSTRIES EXPOSITION – January 22-24.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

TORONTO: CANADA FARM AND INDUSTRIAL EQUIPMENT SHOW – January 24-27.
* Apply, Ontario Retail Farm Equipment Dealers Association, 145 Sheppard Avenue East, Willowdale, Ontario.

NEW YORK: THE INTERNATIONAL BEAUTY SHOW – March 24-27.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.10 (Tel. 01-874 2325/6/7).

NEW YORK: THE NEW YORK PREMIUM SHOW – April 22-25.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

Watching the hand-enamelling of the pattern 'Florentine', during a two-week visit to the Wedgwood Group, is Mr. Maurizio Poggi, son of Mr. Armando Poggi, Wedgwood dealer in Florence.

CLEVELAND: AMERICAN FOUNDRYMEN'S SOCIETY CASTING CONGRESS AND EXPOSITION – April 29-May 3.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

SYDNEY: CONTROL ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AUTOMATION EXHIBITION (CETIA '68) – May 13-17.
Apply, Cetia Exhibition Administration, Box 3629, G.P.O., Sydney, N.S.W.

MINNEAPOLIS: INSTITUTE OF FOOD TECHNOLOGISTS ANNUAL MEETING – May 19-24.
Apply, The Institute of Food Technologists, 221 N. La Salle Street, Chicago, Illinois.

ATLANTIC CITY: FOOTWEAR MANAGEMENT CONFERENCE AND EXHIBITION – June 6-8.
Apply, Louise Collins, Exhibition Manager, 342 Madison Avenue, New York, N.W. 10017.

CHICAGO: MUSIC INDUSTRY TRADE SHOW – June 23-27.
Apply, Mr. Foster Lee, Show Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois 60606.

DALLAS: NATIONAL EDUCATION ASSOCIATION OF THE UNITED STATES – June 30-July 5.
Apply, Dr. R. E. Carpenter, Assistant Executive Secretary, 1201 16th Street N.W., Washington DC 20036.

CHICAGO: INTERNATIONAL EXPOSITION OF PROFESSIONAL PHOTOGRAPHY – August 4-9.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

CHICAGO: INTERNATIONAL POULTRY INDUSTRY EXPOSITION – September 8-12.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

TOKYO: INTERNATIONAL MACHINE TOOL FAIR – October 2-13.
Apply,

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Delete – 1967

LONDON: 'GIFTEX '67' – LONDON'S INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION – August 7-11. At Earls Court.
The Board of Trade have been informed that this event has been temporarily postponed.

Additions – 1967

MANCHESTER: 7TH DOMESTIC HEATING AND INSULATION IN THE HOME EXHIBITION – September 12-16. At Free Trade Hall.
Apply, Clarke & Rhodes Ltd., 11-13 Bridge Street West, Manchester, 3 (Tel. Blackfriars 6182 and 4370).

Additions – 1968

LONDON: SCREEN PRINTING EQUIPMENT AND POINT OF SALE EXHIBITION AND CONFERENCE – April 29-May 3. At Olympia.
Apply, Batiste Publications Ltd., Drummond House, 203/209 Gower Street, London, N.W.1 (Tel. Euston 9611).

EDINBURGH: BUSINESS EFFICIENCY EXHIBITION – June 10-14. At Waverley Market.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2 (Tel. Holborn 6233).

Additions – 1969

LONDON: INTERNATIONAL MEDICAL ENGINEERING AND AUTOMATION EXHIBITION (MEDEA '69) – March 10-14. At Earls Court.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1 (Tel. Gerrard 1622).

LONDON: 4TH INTERNATIONAL REPROGRAPHIC EXHIBITION (REPRO '69) – March 10-14. At Earls Court.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1 (Tel. Gerrard 1622).

LONDON: LABEX INTERNATIONAL 1969 – March 25-29. At Earls Court.
† Apply, U.T.P. Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4 (Tel. Fleet 6444).

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION – April 22-May 1. At Olympia and Earls Court.
† Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 29-October 8. At Olympia.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2 (Tel. Holborn 6233).

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance***—two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Import quotas for industrial goods from the Soviet Union

THE *Board of Trade Journal* of December 23, 1966, contained a list of the quotas agreed for 1967 under the Anglo-Soviet Trade Agreement, 1964. These included quotas under Article 2(2) of the Agreement for the importation of Soviet machinery and equipment to an amount of £2,600,000 c.i.f., in fifteen classes. There was a 'Note' that imports of classes 2 to 12 were not to exceed £200,000 for any one of the classes. It has now been agreed that this 'Note', together with both parts of the qualifying 'Note' on class 5, shall no longer apply and should, therefore, be deleted.

Imports of meat and offal from Bulgaria

THE Ministry of Agriculture, Fisheries and Food announce that the Agricultural Departments are now prepared to issue licences permitting imports of beef and beef offal, mutton and lamb and mutton and lamb offal from Bulgaria.

Italy and Poland

THE MIXED Italo-Polish Commission has been exploring the possibility of increasing reciprocal trade between the two countries, under the long-term agreement of February 25, 1965, in view of the increased Italian trade liberalization measures towards Eastern European countries taken in May 1967.

Revised quota lists for 1967 have been drawn up. Italian imports from Poland include additional quantities of livestock and meat products, vegetables and barley for brewing; also of chemicals and of equipment for ships; there is also provision for an import of 40,000 tons of sulphur.

In addition to the quotas set out for Italian imports from Poland, a number of other goods – mainly foodstuffs and agricultural products, but including coal, coal tar products – will be admitted without quota restrictions.

Most of the quotas for Italian exports to Poland have been increased, particularly manufactures of silk, hemp and fibreglass, wood veneers, compressors and pumps, textile machinery, electrical machinery and parts aluminium rolling machinery, chemical plant, raw materials for the pharmaceutical industry, tyres and other rubber goods.

The Italian text of the quota lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757), to whom inquiries should be addressed, quoting CRE 1902/G.

Spain and Czechoslovakia

IT HAS BEEN announced in the Spanish Ministry of Commerce publication *Informacion Comercial Espanola* that a Protocol to the Payments Agreement of April 2, 1965, between IEME (the Spanish Exchange Control Institute) and the National Bank of Czechoslovakia was signed on June 16.

Inquiries about this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3476). Please quote reference number CRE/13196/G.

Czechoslovakia and Denmark

IT HAS BEEN reported that a trade protocol for the period June 1, 1967, to May 31, 1968, was signed between the Governments of Czechoslovakia and Denmark in Prague on May 26, 1967. It is based on the long-term trade agreement between the two countries for 1966/1971, concluded in Copenhagen last year.

There have been a few amendments to the Czechoslovak export list, and no alterations to the Danish export list.

A copy of the protocol is available for examination in Export Services Branch (Tariff Section), Room E11, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 450). Board of Trade reference is CRE 4345/G.

Czechoslovakia and Poland

THE CZECH press has reported that a protocol on scientific and technical co-operation was signed on June 9 between the Governments of Czechoslovakia and Poland.

It was further reported that the two countries will, in 1967, exchange goods worth 2.5 million roubles. Czechoslovakia will export rubber footwear, tape recorders, portable TV sets, costume jewellery and Pilsen beer. Poland will export cosmetics, toys, leather gods, films, textiles and foodstuffs.

No further details are available.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2267), quoting reference CRE 5429/G.

Hints to businessmen visiting Greece

A REVISED EDITION of the booklet on Greece has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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Tied development loans administered by the Ministry of Overseas Development

SET OUT BELOW is a list of current loans made by the United Kingdom and administered by the Ministry of Overseas Development which are tied to the supply of British goods and services. Queries about commercial opportunities arising from these loans should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877).

Country		Amount	Title and Purpose
		£m	
Afghanistan		0·2	*UK/Afghanistan Loan*, 1965 For commercial vehicles and spare parts.
Cameroon		0·35	*UK/Cameroon Loan*, 1967 Towards the cost of the modernization of the Cameroon telecommunication system.
Ceylon	(1)	2·0	*UK/Ceylon Loan*, 1965 For the purcase of agreed list of supplies and equipment.
	(2)	1·57	*UK/Ceylon Loan*, 1966 (As for (1) above.)
	(3)	2·0	*UK/Ceylon Loan No.* 2, 1966 (As for (1) above.)
	(4)	1·57	*UK/Ceylon Loan No.* 1, 1967 For fertilizers, commercial vehicles and supplies required by Ceylon Government Departments.
India	(2)	4·0	*UK/India Non-Project Loan*, 1965 The third 'Kipping' loan – spares and equipment for the metal-using industries.
	(3)	7·5	*UK/India (Food Emergency) Loan*, 1966 Cost of shipping wheat and food supplies from other Commonwealth countries. Provision of essential equipment.
	(4)	4·883	*UK·India (Bhopal) Loan*, 1966 For equipment for the Bhopal Heavy Electricity Plant.
	(5)	0·167	*UK/India (Sindri) Loan*, 1966 For equipment for a sulphuric acid unit at the Sindri fertilizer plant.
	(7)	4·0	*UK/India Non-Project Loan*, 1966 The fourth 'Kipping' loan. (As for (2) above.)
	(8)	3·0	*The Second UK/India (Bhopal) Loan*, 1966 (As for (4) above.)
	(10)	7·0	*UK/India Non-Project Loan*, 1967 For purchase of goods and services from Britain.
	(11)	12·0	*UK/India Debt Refinancing and General Purpose Loan*, 1967 To refinance loan repayments and for the purchase of goods and services from Britain.

N.B. – UK/India General Purpose Loan, 1965 (1), UK/India General Purpose Loan, 1966 (6) and The Second UK/India Non-Project Loan, 1966 have all been fully disbursed.

Country		Amount	Title and Purpose
		£m	
Iran		4·0	*UK/Iran Credit Agreement*, 1964 For goods and services connected with agreed development projects.
Kenya	(1)	0·805	*UK/Kenya Loan No.* 2, 1965/66 For goods and services connected with agreed development project. There is also a partly-tied loan of £2·195m. connected with this loan.
	(2)	18·0	*UK/Kenya Loan No.* 3, 1966 For British and East African goods and services connected with agreed development projects and for land transfer (including land settlement) over a period of four years from April 1, 1966.
Malawi		7·0	*UK/Malawi Loan*, 1966 For British and Malawi goods and services connected with agreed development projects in the three years January 1966-December 1968.
Pakistan	(1)	4·0	*UK/Pakistan Loan*, 1966 Agreed list of supplies and equipment.
	(2)	5·8	*UK/Pakistan (Railway Electrification) Loan*, 196 Towards the electrification of the Pakistan Western Railway between Khanewal and Lahore.
	(3)	3·617	*UK/Pakistan Loan No.* 2, 1966 For jute mill machinery plus small allocations to I.D.B.P. and carriage and wagon shop, Hyderabad.
	(4)	4·0	*UK/Pakistan Loan No.* 3, 1966 Agreed list of supplies and equipment.
	(5)	2·138	*UK/Pakistan Loan No.* 1, 1967 Jute mill machinery and a small allocation for telegraph and telecommunications department.
Turkey	(1)	3·0	*UK/Turkey Loan*, 1966 For general purchases from Britain.
	(2)	2·5	*UK/Turkey Loan*, 1967 For general purchase of capital goods from Britain.
Uganda		2·367	*UK/Uganda (No.* 2) *Loan*, 1966 For goods and services connected with agreed development projects. There is also a partly-tied loan of £3·633m. connected with this load.
Inter-American Development Bank		4·1	Separate arrangements will be signed with selected countries which are members of the Bank. For goods and services connected with agreed development projects.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 3*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 3*d.*), No. 13 The Supervisor and His Job **3s.** (3*s.* 5*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 5*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 11*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 9*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 6*d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to PO Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

(146/67) Radar Equipment for Department of Civil Aviation. October 3. E.S.B. 28245/67.
(147/67) Gas Pressure Booster for Gas and Fuel Corporation of Victoria. September 1. E.S.B. 28947/67.*
(144/67) Transformers for State Electricity Commission of Victoria. September 11. E.S.B. 28316/67.
(144/67) Weighbridge for Victorian Railways. (Further Information.) E.S.B. 20235/67.*

BRAZIL

(147/67) Lightning Arresters for Eletrobras C Cia. Auxiliar de Empresas Eletricas. September 4. E.S.B. 28941/67.

BURMA

Public Works Corporation:
(145/67) Vehicles. September 5. E.S.B. 28268/67.*
(145/67) Road Rollers. September 5. E.S.B. 28269/67.*

CANADA

(146/67) Supervisory System for Manitoba Hydro. August 24. E.S.B. 28661/67.*

CEYLON

Government Stores Department:
(146/67) Ink. August 29. E.S.B. 28643/67.
(146/67) Filing Taps. September 5. E.S.B. 28644/67.
(146/67) Woodworking Machinery for State Engineering Corporation of Ceylon. August 18. E.S.B. 28645/67.*
(147/67) Steel for State Hardware Corporation. September 2. E.S.B. 28942/67.

CHILE

(149/67) Communications Equipment for La Direccion de Aprovisionamiento del Estado. (Further Information.) Closing date postponed to September 12. E.S.B. 23682/67.*

COLOMBIA

(149/67) Electrical Equipment for Central Hidroelectrica De Caldas, S.A. September 29. E.S.B. 28970/67.
(144/67) Transformer Sub-station for Electrificadora de Bolivar. October 1. E.S.B. 28250/67.
Empresa de Energia Electrica:
(144/67) Street Lighting Equipment. August 16. E.S.B. 28201/67.*
(144/67) Street Lighting Equipment. August 16. E.S.B. 28251/67.
Instituto Colombiano de la Reforma Agraria:
(149/67) Grain Drying Plants. August 23. E.S.B. 28967/67.
(149/67) Weighing and Packing Equipment. August 23. E.S.B. 28968/67.
(149/67) Lifts. August 23. E.S.B. 28639/67.

COSTA RICA

(149/67) Ambulances for El Departamento de Aprovisionamiento. August 17. E.S.B. 28641/67.*
(147/67) Electrical Equipment for El Instituto Costarricense de Electricidad. August 28. E.S.B. 28904/67.*

FORMOSA

Central Trust of China:
(144/67) Synthetic Rubber Packing. August 17. E.S.B. 28225/67.*
(144/67) Valves and Gauges. August 18. E.S.B. 28227/67.*
(144/67) Clipper Blades. August 16. E.S.B. 28092/67.*
(144/67) Microknife. August 16. E.S.B. 28094/67.*
(144/67) Nail-making Machine. August 16. E.S.B. 28096/67.*
(144/67) Chemical Additive. August 18. E.S.B. 28099/67.*
(144/67) Water Bath Indirect Heaters. August 17. E.S.B. 28226/67.*
(145/67) Tyres. August 18. E.S.B. 28220/67.*
(145/67) Holiday Detectors. August 23. E.S.B. 28026/67.*
(145/67) Pipe Fittings. August 17. E.S.B. 28213/67.*
(145/67) Valves. August 16. E.S.B. 28098/67.*
(145/67) Steel Shim Plate. August 17. E.S.B. 28100/67.*
(145/67) Heat Exchanger Tubes. August 18. E.S.B. 28222/67.*
(145/67) Circuit Breaker Operation Analyzer. August 16. E.S.B. 28223/67.*
(145/67) Balancing Machine. August 17. E.S.B. 28224/67.*

GREECE

(147/67) Agricultural Chemicals for Agricultural Bank of Greece. August 18. E.S.B. 28931/67.*
(147/67) Radio Equipment for Direction General of Procurements. August 16. E.S.B. 28933/67.*
Ministry of Commerce:
(147/67) Handcuffs. August 18. E.S.B. 28919/67.*
(147/67) Paper. August 16. E.S.B. 28930/67.*
(147/67) Pumps. August 23. E.S.B. 28908/67.*
(147/67) Drilling Machine; Jack; Pumps. August 21. E.S.B. 28917/67.*
(149/67) Fire Tender Bus. August 25. E.S.B. 28978/67.
(149/67) Laboratory Equipment. August 30. Tender documents now available. E.S.B. 28974/67* and 28977/67.*
(149/67) Garage Equipment. August 25. E.S.B. 28976/67.*
Public Power Corporation:
(147/67) Insulator Chains. August 17. E.S.B. 28934/67.
(147/67) Voltage Transformer Regulator. September 29. E.S.B. 28935/67.
(147/67) Switchboards. August 18. E.S.B. 28936/67.

ICELAND

(149/67) Construction of Sub-stations for Landsvirkjun Sudulandsbraut. Closing date postponed to August 29. E.S.B. 26281/67.*

INDIA

Bharat Heavy Electricals Ltd.:
(145/67) Voltage Regulation Equipment; Field Suppressors. August 30. E.S.B. 28260/67.*
(145/67) Balancing Instruments. August 30. E.S.B. 28259/67.*
(145/67) Steel Castings for Bharat Earth Movers Ltd. August 19. E.S.B. 28262/67.
(147/67) Switches for Bihar State Electricity Board. September 5. E.S.B. 28937/67.*
Directorate-General of Supplies and Disposals:
(150/67) Tin Ingots. August 17. E.S.B. 29224/67.*
(150/67) Annealing Furnace. (Further Information.) E.S.B. 28049/67.*
(144/67) Foundry Plant for Hindustan Shipyard Ltd. (Further Information.) Closing date postponed to August 24. E.S.B. 21304/67.*
(145/67) Electrical Measuring Instruments and Testing Equipment for Orissa State Electricity Board. August 21. E.S.B. 28256/67.
(149/67) Aluminium Conductor for Rajasthan State Electricity Board. September 7. E.S.B. 29230/67.
(145/67) Power Line Carrier Cable Equipment for Tata Electric Companies. September 11. E.S.B. 26850/67.
West Bengal State Electricity Board:
(145/67) Transmission Line Towers. September 11. E.S.B. 28258/67.
(147/67) Oil Purification Equipment. (Further Information.) Tender documents now available. E.S.B. 28257/67.*

IRAN

(150/67) Fork Lift Trucks for Customs Administration. September 20. E.S.B. 29210/67.*
(150/67) Machine Tools for Iranian State Railways. September 12. E.S.B. 29209/67.*

IRAQ

(145/67) Laboratory Equipment for Ministry of Finance. September 10. E.S.B. 28286/67.

ITALY

NATO Ministero della Difesa:
(147/67) Battery Charger System. September 15. G.D. 1725/67.
(147/67) Charger System for Accumulator Batteries. September 10. G.D. 1726/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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JAMAICA

(147/67) Control Instruments for Jamaica Public Service Company. September 13. E.S.B. 28920/67.*

KENYA

(145/67) Cable for East African Posts and Telecommunications Administration. (Advance Information.) E.S.B. 28642/67.
(149/67) Construction of Bridges for Ministry of Works. August 25. E.S.B. 28638/67.

KOREA

Office of Supply:
(145/67) Thermal Analysis Apparatus. August 19. E.S.B. 28287/67.*
(146/67) Conveyor System; Generator Sets. August 17. E.S.B. 28618/67.*

LIBYA

(145/67) Bread for Ministry of Finance. August 21. E.S.B. 28615/67.

MALAWI

(147/67) Drugs and Chemicals for Medical Buying Board. August 25. E.S.B. 28926/67.*

MALAYSIA

(145/67) Bridges for Public Works Department, Sabah. (Further Information.) E.S.B. 15559/67.

MALTA

(149/67) Steel Tubes for Malta Electricity Board. August 22. E.S.B. 28948/67.*

MOZAMBIQUE

(145/67) Construction of Airfields for Civil Aeronautical Department. September 22. E.S.B. 28610/67.
Ports, Railways and Transport Department:
(145/67) Mechanical Installation Spare Parts. September 11. E.S.B. 28611/67.
(145/67) Sleeper Drilling and Notching Machines. September 11. E.S.B. 28612/67.

NEW ZEALAND

General Post Office:
(144/67) Electronic Valves. August 22. E.S.B. 28080/67.*
(146/67) Insulating Tape. August 25. E.S.B. 28616/67.*
(149/67) Screws. August 29. E.S.B. 29201/67.*
(149/67) Wheelsets for New Zealand Railways, Wellington. August 30. E.S.B. 29000/67.*
(147/67) Cutter Suction Dredge for Tauranga Harbour Board. October 11. E.S.B. 28929/67.*
(149/67) Circuit Breakers for Tenders Committee, Electricity Department. September 19. E.S.B. 28985/67.*

PAKISTAN

(146/67) Aluminium Sheet; Antimony Ingot for Pakistan Western Railway. August 21. E.S.B. 28629/67.*

PARAGUAY

(146/67) Window Glass for Instituto de Prevision Social. August 16. E.S.B. 28617/67.*

SAUDI ARABIA

(145/67) Chemicals and Medicines for Ministry of Health. September 4. E.S.B. 28649/67.

SINGAPORE, REPUBLIC OF

(149/67) Surgical Supplies for Ministry of Health. August 21. E.S.B. 28949/67.*

SOUTH AFRICA

State Tender Board:
(144/67) Cellulose Acetate Sheet. August 17. E.S.B. 28207/67.*
(144/67) Millivoltmeters. August 17. E.S.B. 28208/67.*
(145/67) Vices. August 17. E.S.B. 28206/67.*
(145/67) Earthmoving Equipment. September 7. E.S.B. 28066/67.*
(147/67) Transformers. August 22. E.S.B. 28694/67.*
(147/67) Tungsten Filament Lamps. August 29. E.S.B. 28689/67.*
(147/67) Relays. August 21. E.S.B. 28691/67.*
(147/67) Relay Sets. August 24. E.S.B. 28692/67.*
(147/67) Relay Sets. August 24. E.S.B. 28693/67.*
South African Railways and Harbours:
(146/67) Wire. August 18. E.S.B. 28656/67.
(149/67) Banding Tape. September 1. E.S.B. 28950/67.
(149/67) Electric Cable. August 25. E.S.B. 28951/67.*

SUDAN

(149/67) Wire for Department of Posts and Telegraphs. September 4. E.S.B. 28943/67.*
(145/67) Clarifier-Flocculator Equipment for Ministry of Works. August 21. E.S.B. 28264/67.*
Sudan Railways:
(147/67) Boring and Turning Machines. August 23. E.S.B. 28946/67.*
(149/67) Lathe. August 22. E.S.B. 28945/67.*

SYRIAN ARAB REPUBLIC

(144/67) Fluorescent Lamps for Directorate for Electricity. August 20. E.S.B. 28273/67.
(145/67) Sodium Bichromate for General Institute for Petroleum. August 24. E.S.B. 28274/67.
(144/67) Electricity Meters for North Zone Electricity Directorate. August 16. E.S.B. 28279/67.
(145/67) Cigarette Paper for Regie des Tabacs et Tombacs. Closing date not known. E.S.B. 28275/67.
(144/67) Laboratory Equipment and Apparatus for University of Aleppo. August 17. E.S.B. 28272/67.

THAILAND

(146/67) Cable Accessories for Metropolitan Electricity Authority. August 31. E.S.B. 28299/67.*
State Railway of Thailand:
(145/67) Galvanized Steel Pipe. August 23. E.S.B. 28607/67.
(145/67) Hoist. August 18. E.S.B. 28603/67.
(145/67) Worsted Wool. September 4. E.S.B. 28296/67.
(145/67) Honing Machine. August 25. E.S.B. 28297/67.
(145/67) Hook Bolts. August 22. E.S.B. 28298/67.
(145/67) Hoists. August 18. E.S.B. 28602/67.
(145/67) Arc Welders. August 17. E.S.B. 28604/67.
(146/67) Steel Plate and Angle. August 21. E.S.B. 28293/67.*
(146/67) Refrigeration Tools. August 30. E.S.B. 28300/67.*
(146/67) Train Lighting Testing Equipment. August 30. E.S.B. 28601/67.*
(146/67) Electrical Equipment. August 17. E.S.B. 28605/67.*
(146/67) Nuts and Bolts. August 21. E.S.B. 28606/67.*
(147/67) Printing Machinery. August 16. E.S.B. 28923/67.*

TRINIDAD AND TOBAGO

(145/67) Construction of Highway for Ministry of Works. (Pre-qualification.) Closing date not known. E.S.B. 28585/67.

TURKEY

(147/67) Electrical Equipment for Cukurova Electric Company, Adana. (Pre-qualification.) Closing date not known. E.S.B. 28925/67.*
(147/67) Printing Shop Equipment for Land Forces Command. August 21. E.S.B. 28683/67.*
Turkish Maritime Bank:
(146/67) Electrical Equipment. August 21. E.S.B. 28623/67.*
(149/67) Crane. August 22. E.S.B. 28961/67.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(146/67) Railway Signal Lenses. August 19. E.S.B. 28688/67.
(147/67) Electrical Equipment. September 4. E.S.B. 28673/67.
(147/67) Ball Bearings. September 5. E.S.B. 28674/67.

UGANDA

(147/67) Construction of Road for Central Tender Board. (Pre-Qualification.) August 21. E.S.B. 28681/67.*
(149/67) Telecommunication Equipment for East African Posts and Telecommunications Administration. (Advance Information.) E.S.B. 28984.

URUGUAY

(150/67) Agricultural Implements for University of Labour. (Second call.) August 24. E.S.B. 29205/67

UNITED STATES OF AMERICA

Bureau of Reclamation, Denver:
(146/67) Telemetering Equipment. (Advance Information.) E.S.B. 28671/67.
(146/67) Circuit Breaker. (Advance Information.) E.S.B. 28665/67.
(146/67) Electrical Equipment. (Advance Information.) E.S.B. 28667/67.
(146/67) Circuit Breakers. (Advance Information.) E.S.B. 28664/67.
(147/67) Telemetering Equipment. (Advance Information.) E.S.B. 28670/67.
(147/67) Stator Windings. (Advance Information.) E.S.B. 28668/67.
(147/67) Relaying Equipment. (Advance Information.) E.S.B. 28669/67.
(147/67) Gate Valves. (Advance Information.) E.S.B. 28663/67.
(147/67) Relaying Equipment. (Advance Information.) E.S.B. 28666/67.
(150/67) Electrical Equipment. (Further Information.) August 22. E.S.B. 28667/67.*

VENEZUELA

(146/67) Construction of Highway for Ministerio de Obras Publicas. August 28. E.S.B. 28417/67.*
(147/67) Water Treatment Chemicals for Instituto Nacional de Obras Sanitarias. August 16. E.S.B. 28655/67.*

VIETNAM

Industrial Development Centre:
(146/67) Paper Coating Plant. September 30. E.S.B. 28677/67.*
(147/67) Steam and Power Generating Plant. August 31. E.S.B. 28676/67.*
(147/67) Textile Machinery. August 31. E.S.B. 28678/67.*
(147/67) Paper Manufacturing Plant. August 31. E.S.B. 28679/67.*

ZAMBIA

Central Supply and Tender Board:
(145/67) Examination Couches and Balkan Beams. August 18. E.S.B. 28632/67.*
(145/67) Doors. August 18. E.S.B. 28633/67.*
(145/67) Bone Plates and Screws. August 18. E.S.B. 28634/67.*
(146/67) Television Receivers. September 1. E.S.B. 28631/67.*
(146/67) Blankets. August 25. E.S.B. 28653/67.*
(146/67) Toilet Paper. August 25. E.S.B. 28652/67.*
(146/67) Food Trolleys. August 25. E.S.B. 28654/67.*

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Exported to Portugal is this cryogenic transporter for liquid oxygen, designed and built for Sociedade de Gases e Produtos Quimicos, manufacturers of industrial gases, of Lisbon, by W. P. Butterfield (Engineers) Ltd., of Shipley, Yorkshire, England. The vessel has a capacity of 1,200 United States gallons. All instrumentation, including a Rockwell flowmeter with ticket printer to measure loading and discharge, is contained in a lockable cabinet with an aluminium roller shutter at the rear of the vessel.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Argentina
(146/67) Manufacture under licence – shirts. E.S.B. 28351/67.

Australia
(146/67) Agency inquiry for builders' hardware; engineers tools. E.S.B. 25420/67.
(146/67) Agency inquiry for headsquares; scarves. E.S.B. 28449/67.
(147/67) Agency inquiry for electronic equipment; laboratory equipment for medical uses and research. E.S.B. 27617/67.
(145/67) Australian store buyers to visit Britain. E.S.B. 28474/67.
(147/67) Manufacture under licence – calendar printing plates. E.S.B. 28513/67.

Austria
(146/67) Agency inquiry for asbestos cement boards; heaters; pvc and wire sheets; sanitary material. E.S.B. 26567/67.
(147/67) Inquiry for confectionery; dictionaries; hand tools; leather goods; smokers' requisites; stationery; vacuum flasks; toiletries; watches. E.S.B. 26531/67.

Brazil
(144/67) Inquiry for boring tools. E.S.B. 28174/67.

Burma
(144/67) Inquiry for candle making machines. E.S.B. 27765/67.

Canada
(147/67) Agency inquiry for cranes. E.S.B. 28755/67.
(145/67) Inquiry for conveying, manipulating and control equipment. E.S.B. 28503/67.
(147/67) Inquiry for air cleaning equipment; cooling towers; oil firing equipment and accessories; pipeline strainers. E.S.B. 25165/67.

Czechoslovakia
(145/67) British Engineering days is Prague. E.S.B. 1209/G.
(147/67) Inquiry for bottling equipment. E.S.B. 25924/67.

Czechoslovakia/Poland
(149/67) Trade Agreement. C.R.E. 5429/G.

Finland
(149/67) Agency inquiry for loudspeakers. E.S.B. 28760/67.

Formosa
(144/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(144/67) Agency inquiry for electronic components; electronic measuring apparatus. E.S.B. 9811/67.
(149/67) Agency inquiry for industrial wool felts. E.S.B. 28845/67.

Germany, Federal Republic of
(147/67) Agency inquiry for confectionery; gelatine; tinned foods. E.S.B. 26484/67.
(149/67) Agency inquiry for foodstuffs. E.S.B. 27638/67.
(144/67) Quotas for goods at fairs. C.R.E. 16229/G.
(145/67) Inquiry for stapling machines. E.S.B. 28366/67.
(147/67) Inquiry for chamois leather. E.S.B. 28855/67.
(149/67) Inquiry for army surplus material. E.S.B. 28793/67.

Greece
(149/67) Agency inquiry for office machines and equipment; stationers' sundries. E.S.B. 25577/67.

Irish Republic
(145/67) Agency inquiry for leather. E.S.B. 28320/67.

Israel
(147/67) Agency inquiry for domestic electrical appliances. E.S.B. 28500/67.
(146/67) Inquiry for taps and dies. E.S.B. 28802/67.
(147/67) Inquiry for electrical equipment. E.S.B. 28811/67.

Italy
(145/67) Agency inquiry for woollen textiles; yarns. E.S.B. 26158/67.
(147/67) Agency inquiry for haberdashery; knitwear; knitted underwear; yarns. E.S.B. 24557/67.
(147/67) Agency inquiry for measuring instruments. E.S.B. 27530/67.
(149/67) Agency inquiry for foodstuffs; spirits; tea. E.S.B. 28867/67.
(149/67) Inquiry for cosmetics; infant foods; pharmaceutical products. E.S.B. 26031/67.
(149/67) Inquiry for silverware. E.S.B. 28885/67.

Japan
(147/67) Agency inquiry for printing presses; raw hides; textile machinery. E.S.B. 28446/67.
(144/67) Inquiry for shirts, shirting material. E.S.B. 27643/67.
(149/67) Inquiry for coal boilers. E.S.B. 28791/67.
(149/67) Inquiry for condenser making machinery and materials. E.S.B. 28750/67.

Malta
(144/67) Agency inquiry for electrical fittings; suitings. E.S.B. 27605/67.
(145/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 26498/67.
(146/67) Agency inquiry for cardboard boxes; haberdashery; stationery. E.S.B. 24759/67.
(147/67) Agency inquiry for blankets; clothing; lace and flouncing; textiles. E.S.B. 28155/67.
(149/67) Agency inquiry for confectionery; foodstuffs. E.S.B. 27397/67.

Mexico
(147/67) Agency inquiry for medical goods. E.S.B. 21020/67.
(145/67) Inquiry for herbicides and insecticides; shellac. E.S.B. 28447/67.
(146/67) Inquiry for extruder. E.S.B. 28177/67.
(147/67) Inquiry for drilling and boring machines; furnace control equipment; lathes. E.S.B. 24553/67.
(147/67) Inquiry for metal-working machinery. E.S.B. 28562/67.

Nepal
(145/67) Inquiry for bathroom fittings; cement; domestic appliances; electrical goods; iron and aluminium sheeting; metals; plastic sheets; plywood sheets; sugar; textiles; tiles – further information. E.S.B. 26331/67.

North America
149/67) Store buyers visit London. E.S.B. 4763/67.

Norway
(149/67) Inquiry for display stands and fittings. E.S.B. 28166/67.

Saudi Arabia
(147/67) Inquiry for carpet manufacturing machinery. E.S.B. 28751/67.

South Africa
(144/67) Agency inquiry for pressure switches. E.S.B. 28420/67.

Spain
(149/67) Inquiry for stapling machines and staples. E.S.B. 26115/67.

Sudan
(149/67) Inquiry for chemicals; vehicle spare parts and accessories. E.S.B. 29018/67.

Sweden
(149/67) Agency inquiry for electric cables. E.S.B. 26696/67.
(147/67) Inquiry for supermarket goods. E.S.B. 13116/67.

Switzerland
(147/67) Agency inquiry for chemical industry equipment; dairy equipment; food and drink processing equipment; milk drying and processing plant. E.S.B. 27315/67.
(147/67) Agency inquiry for containers and tanks. E.S.B. 28435/67.
(149/67) Agency inquiry for do-it-yourself equipment. Agency inquiry for caravan equipment and accessories. E.S.B. 28719/67.

Tunisia/Finland
(145/67) Trade Agreement. C.R.E. 7869/G.

Tunisia/Greece
(144/67) Trade Agreement. C.R.E. 7459/G.

Tunisia/Japan
(144/67) Trade Agreement. C.R.E. 7877/G.

Tunisia/Norway
(145/67) Trade Agreement. C.R.E. 7876/G.

Tunisia/Sweden
(144/67) Trade Agreement. C.R.E. 5822/G.

Trinidad/Tobago
(145/67) Member of Inter-American Development Bank. C.R.E. 10009/G/4.

Uganda
(149/67) Agency inquiry for piece goods; suitings. E.S.B. 6890/66.

United States of America
(145/67) Agency inquiry for towels. E.S.B. 26534/67.
(145/67) Inquiry for crystal chandeliers. E.S.B. 28567/67.
(145/67) Inquiry for garden furniture ornaments. E.S.B. 28709/67.
(147/67) Inquiry for chair bases; medical and dental products. E.S.B. 28801/67.
(147/67) Inquiry for paper filters. E.S.B. 28807/67.
(147/67) Inquiry for valves. E.S.B. 28803/67.

Various
(149/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Zambia
(147/67) Agency inquiry for school blazers and stockings. E.S.B. 27846/67.

†For further details of the Export Service Bulletin see page 287.

One of the specially painted Opel station wagons being operated by Van der Straaten N.V., the Dutch agents of W. David & Sons Ltd., to promote the sales of Isopon polyester and glass-fibre products throughout the Netherlands. Despite a generally quiet economic period in Holland, Messrs. Van der Straaten have boosted sales of Isopon in the first half of the year by 27.93 per cent compared with 1966. W. David are currently exporting one-third of their total output, and newly-designed packaging features instructions in six languages to cover their main overseas users.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of July 20 announced the liberalization of certain goods when imported from and originating in the member countries of the former Organization for European Economic Co-operation, the United States and Canada. The list of non-liberalized items (List I) published in the *Board of Trade Journal* of May 6, 1966 (pages 1028-1031) should be amended by deleting the following items which have been liberalized.

Tariff No.	Description
Ex 12.01	Oil seeds and oleaginous fruit, whole or broken, excluding the following:
A	Groundnuts
ex G	Hemp seeds
15.04	Fats and oils, of fish or marine mammals, whether or not refined.
Ex 15.07	Fixed vegetable oils, fluid or solid, refined or purified, excluding the following:
B II c 2 ex aa	Groundnut oils, crude
ex bb	Groundnut oils, other
15.12	Animal or vegetable fats and oils, hydrogenated, whether or no refined, but not further prepared.
15.13	Margarine, imitation lard and other prepared edible fats.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D7/4995 of July 7, 1967 ('Nederlandse Staatscourant' No. 130 of July 7) contains an *addition* (reproduced below) to the list of goods to be admitted at a reduced rate of import duty up to an annual quota specified against each item when imported from *non-EEC* countries.

The Rank Xerox fastest copier/duplicator, the 2400, *being loaded into aircraft at Southend for installations in France, Germany and Italy. Rank Xerox exports over* 70 *per cent of their total machine production through* 19 *overseas operating companies.*

Goods imported under the terms of this Order may *NOT* be re-exported from the Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, affixing labels, etc., will not be regarded as having been further manufactured or treated.)

The Order came into force from July 9, 1967.

Addition

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Reduced Import Duty (Per cent)	
		OLD (Prior to January 1, 1967)	NEW (From January 1, 1967)	OLD (Prior to January 1, 1967)	NEW (From January 1, 1967)
03.01 B I a 2	Herring, fresh, chilled or frozen, destined for processing in the Netherlands.	—	2,200*	—	Free
03.01 B I a 2	Herring, fresh, chilled or frozen, destined for processing in the Netherlands.	—	3,800*	—	0·5

* Quota for the period June 16, 1967 to February 14, 1968.

A previous notice on the Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of June 2, 1967, page 1441.

EUROPEAN ECONOMIC COMMUNITY

Imports from non-member countries to the European Economic Community

THE *Board of Trade Journal* dated March 17, 1967 (pages 738-9) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another member state even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. 166 dated July 24, 1967, contains the texts of two Decisions authorizing the exclusion from Community treatment of imports of the following goods:

Common Tariff No.	Products	Countries of Origin	Period of Exception
51.01	Germany: Decision No. 67/463/CEE Yarns of artificial and synthetic fibres (continuous) not put up for retail sale	Czechoslovakia . . .	December 31, 1967
Ex 28.47 B II	Italy: Decision No. 67/462/CEE Sodium bichromate . .	USSR, Poland, Rumania, Czechoslovakia, Hungary	December 31, 1967

A third Decision, No. 67/461/CEE, amends the expiry date of the authority previously given to Germany to exclude the following goods from Community treatment:

Common Tariff No.	Products	Country of Origin	Amended Expiry Date
28.28 Ex M	Antimony oxides . .	Hungary, People's Republic of China, Poland, Rumania, Czechoslovakia, Bulgaria, USSR	December 31, 1967

Decision No. 67/460/CEE rescinds the authority previously given for Germany to exclude from Community treatment imports of the following goods. It also authorizes the German authorities to refuse all current applications for import licences made prior to June 1, 1967, for these products:

Common Tariff No.	Products	Country of Origin
84.41 Ex A	Sewing machines for domestic use (heads)	People's Republic of China

Trade in compound animal feedstuffs with a cereal base

THE *Board of Trade Journal* dated July 7, 1967 (page 60) contained an announcement about Regulation No. 120/67/CEE which sets up a final market organization for cereals. This came into effect on July 1, 1967.

The Council of the European Economic Community have also issued Regulation No. 194/67/CEE which introduces the system of trade to be applied to compound animal feedstuffs with a cereal base. This Regulation, which came into effect on July 1, 1967, affects the products covered by the following tariff heading:

Common Tariff No.	Product
23.07	Sweetened forage; other preparations of a kind used in animal feeding.

The official text of Regulation No. 194/67/CEE which appeared in the *Journal Officiel des Communautés Européennes* No. 133 dated June 29, 1967 and of Regulation No. 120/67/CEE may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

In due course unofficial translations of both Regulations will be published by HMSO.

Food preservatives

THE BOARD OF TRADE JOURNAL dated February 1, 1964 (pages 426-428) contained an announcement about the EEC Council Directive of November 5, 1963, on the approximation of the laws of Member States relating to preservatives for use in foodstuffs. A further announcement appeared in the *Board of Trade Journal* dated February 17, 1967.

The *Journal Officiel des Communautés Européennes* No. 148 dated July 11, 1967, contains the text of Council Directive No. 67/427/CEE concerning the use of certain preserving agents for the surface treatment of citrus fruit. The following is an unofficial translation of this Regulation.

Directive of the Council of June 27, 1967.

Concerning the use of certain preservatives for the surface treatment of citrus fruits and the measures to be taken for the control of preservatives in and on citrus fruits (67/427/CEE).

The Council of the European Economic Community

having regard to the Treaty establishing the European Economic Community, and in particular Article 100,

having regard to the proposal of the Commission,

having regard to the opinion of the European Parliament,

having regard to the opinion of the Economic and Social Committee,

whereas according to Article 5 of the Council Directive of November 5, 1963 on the approximation of the laws of Member States relating to preservatives which may be used in foodstuffs, as last amended by Article 1 of the Council Directive of December 14, 1966, Member States may, until June 30, 1967, retain the provisions of national laws relating to surface treatment of citrus fruits by means of biphenyl, 2-hydroxybiphenyl and sodium biphenyl-2-yloxide;

whereas the use of those substances for surface treatment of citrus fruits does not constitute a danger to health if the residual amount per kilogramme of whole fruit does not exceed 70 milligrammes of biphenyl and 12 milligrammes of 2-hydroxybiphenyl and sodium biphenyl-2-yloxide expressed as 2-hydroxybiphenyl;

whereas, furthermore, the treatment effected should be appropriately indicated at all stages of trade;

whereas authorization at Community level of the 3 substances in question also presupposes the establishing of joint rules for official supervision of treated citrus fruits;

whereas implementation by Member States of the provisions of the present directive can only be achieved after a transitional period; whereas consequently the provisions of national laws relating to surface treatment of citrus fruits by means of the 3 preservatives in question should be retained until the end of that period;

whereas a Member State should not be compelled to authorize the use of a preservative in foodstuffs produced and consumed on its own territory if there is no technological need justifying that use,

HAS ADOPTED THE PRESENT DIRECTIVE:

Article 1

The Council Directive of November 5, 1963 on the approximation of the laws of Member States relating to preservatives which may be used in foodstuffs shall be amended as follows:

1. In article 2 (2), the second sentence shall be replaced by the following:
'However, the laws of a Member State may only completely ban the use of one of the preservatives listed in the annex if there is no technological need for the use of the latter in foodstuffs produced and consumed on its own territory.'
2. The following preservatives shall be added to those listed in Section I of the annex:

EEC numbering	Name	Conditions of use
E230 E231 E232	Biphenyl . . . . . 2-Hydroxybiphenyl . . . Sodium biphenyl-2-yloxide .	(a) Exclusively for surface treatment of citrus fruits; (b) at the time when citrus fruits are put into circulation: (i) the residual rate per kg. of citrus fruits (whole) must not exceed: for biphenyl: 70 mg and for 2-hydroxybiphenyl and sodium biphenyl-2-yloxide, separately or taken together, expressed as 2-hydroxybiphenyl: 12 mg. (ii) treatment must be shown: in wholesale trade, on invoices and on one outside surface of packings, by the words: 'Preserved by means of . . .' followed by the name of the substance(s) used; in retail trade, by a clear indication unequivocally ensuring that the consumer is informed.

3. In Article 5, (b) shall be eliminated.

Article 2

Member States shall take all measures appropriate for ensuring that the taking of samples and analyses for finding and determining the quantity of biphenyl, 2-hydroxybiphenyl and sodium biphenyl-2-yloxide in and on citrus fruits take place in accordance with the provisions of annexes I, II, III and IV of the present directive.

(*Continued on next page*)

EEC, *continued*

Article 3

1. Member States shall put into force the measures required in order to comply with the present directive on July 1, 1968 at the latest and shall inform the Commission thereof forthwith.
2. Until July 1, 1968, Member States may retain the provisions of national laws relating to surface treatment of citrus fruits by means of biphenyl, 2-hydroxy-biphenyl and sodium biphenyl-2-yloxide.

Article 4

The present directive is addressed to the Member States.
Done in Brussels, on June 27, 1967.

By the Council
The President
R. VAN ELSLANDE.

In accordance with Article 8 of the Directive of November 5, 1963, referred to above, the Council issued Directive No. 65/66/CEE dated January 26, 1965 concerning the establishment of specific criteria of purity for preservatives that may be used in foodstuffs. Details of this Directive were published in the *Board of Trade Journal* dated March 12, 1965 (pages 600, 603-604).

The *Journal Officiel des Communautés Européennes* No. 148 dated July 11, 1967, contains the text of Council Directive (67/428/CEE) of June 27, 1967, amending Directive No. 65/66/CEE. The following is an unofficial translation of the Directive No. 67/428/CEE.

Directive of the Council

of June 27, 1967.
amending the Council Directive of January 26, 1965, establishing specific criteria of purity for preservatives that may be used in foodstuffs.
(67/428/CEE)

The Council of the European Economic Community

having regard to the Treaty establishing the European Economic Community,

having regard to the Council Directive of November 5, 1963 on the approximation of the laws of Member States relating to preservatives that may be used in foodstuffs, as last amended by the Council Directive of June 27, 1967 on the use of certain preservatives for surface treatment of citrus fruits and the supervisory measures for finding and determining the quantity of the preservatives in and on citrus fruits, and in particular Article 8 paragraph 1,

having regard to the Council Directive of January 26, 1965 establishing specific criteria of purity for preservatives that may be used in foodstuffs,

having regard to the proposal of the Commission,

whereas the Council Directive of January 26, 1965 established specific criteria of purity for the preservatives listed in the annex of the Council Directive of November 5, 1963; whereas that annex has been supplemented by the Council Directive of June 27, 1967 which has added biphenyl, 2-hydroxybiphenyl and sodium biphenyl-2-yloxide to the list of permitted preservatives;

whereas it is necessary to establish specific criteria of purity for the above-mentioned 3 preservatives;

whereas the Council Directive of January 26, 1965 fixes a certain minimum pure substance content for potassium metabisulphite (E224); whereas that content, which is easily obtained at the production stage of potassium metabisulphite, cannot be maintained at the marketing stage owing to the natural deterioration of the product; whereas consequently the content fixed should be amended,

HAS ADOPTED THE PRESENT DIRECTIVE:

Article 1

The annex of the Council Directive of January 26, 1965 shall be amended as follows:

1. Under No. E224, potassium metabisulphite, the data relating to the contents shall be replaced by the following:

'Not less than 90 per cent of $K_2S_2O_5$ and not less than 51.8 per cent of SO_2, the remainder being composed practically entirely of potassium sulphate.'

2. Between No. E225 and No. E250, the following data should be inserted:

E230 *Biphenyl*	
Appearance	White crystalline powder
Melting range	68·5–70·5°C
Content	not less than 99·8%
Benzene	not more than 10 mg/kg
Aromatic amines	not more than 2 mg/kg expressed as aniline
Phenol derivatives	not more than 5 mg/kg expressed as phenol
Triphenyl and higher polyphenyl derivatives	not more than 0·2%
Polycyclic aromatic hydrocarbons	none
Sulphuric acid test	a mixture of 1 g of biphenyl and 5 ml of concentrated sulphuric acid gives no colouring in the cold
E231 *2-Hydroxybiphenyl*	
Appearance	white or slightly yellowish crystalline powder
Melting range	56-58°C
Content	not less than 99%
Diphenyl ether	not more than 0·3%
4-Hydroxybiphenyl	not more than 0·1%
1-Naphthol	not more than 0·01%
Sulphated ash	not more than 0·05%
E232 *Sodium biphenyl-2-yloxide*	
Appearance	white or slightly yellowish crystalline powder
Melting range of 2-hydroxybiphenyl, not recrystallized, isolated by acidification	
pH a 2% aqueous solution must have a pH between 11·1 and 11·8	56-58°C after drying in a sulphuric acid desiccation
Content	not less than 95% of $C_{12}H_9ONa.4H_2O$
Diphenyl ether	not more than 0·3%
4-Hydroxybiphenyl	not more than 0·1%
1-Naphthol	not more than 0·01%

Article 2

Member States shall put into force on July 1, 1968 at the latest the measures required in order to comply with the present directive and shall inform the Commission thereof forthwith.

Article 3

The present directive is addressed to the Member States.
Done in Brussels, on June 27, 1967.

By the Council
The President
R. VAN ELSLANDE.

The French text of all the Directives referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479).

Common system of trade for ovalbumin and lactalbumin

THE *Board of Trade Journals* dated April 14, 1967 (pages 970-972) and May 5, 1967 (page 1163) contained details of Regulation No. 48/67/CEE which introduced a common system of trade for ovalbumin and lactalbumin in the EEC, with effect from April 1, 1967. This was annulled on July 1, 1967 and replaced with effect from the same date by Regulation 170/67/CEE, the official text of which was published in the *Journal Officiel des Communautés Européennes* No. 130, dated June 28, 1967. The following is an unofficial translation of Regulation No. 170/67/CEE.

Regulation No. 170/67/CEE of the Council

of June 27, 1967
concerning the common system of trade for ovalbumin and lactalbumin
and annulling Regulation No. 48/67/CEE

The Council of the European Economic Community

having regard to the Treaty establishing the European Economic Community, and in particular Article 14 (7) and Articles 28, 92-94, 111 et seq and 235,

having regard to the proposal of the Commission,

having regard to the opinion of the European Parliament,

whereas ovalbumin, since it is not listed in Annex II of the Treaty, does not come under the agricultural provisions of the Treaty while yolk of egg is subject to them;

whereas the result is a situation which is likely to jeopardize the efficiency of the common agricultural policy pursued in the egg sector;

whereas, in order to achieve a balanced solution, Regulation No. 48/67/CEE of the Council, of March 7, 1967, introducing a common system of trade for ovalbumin and lactalbumin, established a system of trade for ovalbumin similar to that laid down for eggs; whereas the application of that system was extended to lactalbumin, since the latter could to a large extent take the place of ovalbumin;

whereas by Regulation No. 122/67/CEE of the Council of June

13, 1967 introducing a common organization of markets in the egg sector a single market system for eggs in the Community was introduced from July 1, 1967 comprising in particular single levies and single refunds in respect of third countries for eggs and egg yolk in the unaltered state or in the form of certain processed goods containing white of egg;

whereas the system of trade applicable to albumins must follow the system in force for eggs in view of the dependence of the former products on the latter;

whereas ovalbumin prices are in principle formed in relation to egg prices which are different in the Community and on the world market; whereas so as to avoid distortions of competition ascribable to that diversity, it is necessary to levy an import charge of which the amount is able to offset that inequality; whereas it appears that the most appropriate method for fixing the amount of that charge consists in causing it to derive from the levy applicable to eggs in shell;

whereas it is necessary to make provision for different coefficients taking account of the presentation of the processed product;

whereas on the world market the price of eggs is not the only factor influencing the price of albumin over and above processing costs; whereas so as to guarantee the efficiency of the import charge system, it is necessary to make provision for an additional amount to be added to the charge where offers on the world market are made at abnormally low prices;

whereas provision should be made, to the extent necessary for the smooth working of the mechanism of export refunds laid down for eggs in Regulation No. 122/67/CEE, and of the system of the present regulation, for the possibility of controlling recourse to the system known as the 'active processing trade' system ['trafic de perfectionnement actif']* and, in so far as the market situation requires, for prohibition of such recourse;

whereas the system of import charges makes it possible to forego all other measures of protection at the Community's external frontiers; whereas the achievement of a single market involves the removal, at the Community's internal frontiers, of all obstacles to the free movement of the goods in question;

whereas the passage from the system of Regulation No. 48/67/CEE to that introduced by the present regulation must take place under the best conditions; whereas the products marketed during the first weeks after the date of putting into force of the present Regulation will have been made from eggs obtained on the basis of cereals bought at the national prices in force in the producer country before that date and differing from the common prices; whereas, consequently, the costs of the production of albumin may still be affected by the differences existing between the national prices for cereals in force before that date and between those prices and the common prices; whereas the differences in the costs of production are likely to involve some disturbance in trade between Member States and with third countries; whereas consequently provision should be made, in respect of imports of the products in question and for a certain transitional period, for the possibility of levying intra-Community import charges and additional import charges over and above the import charges in respect of third countries; whereas, in addition, other transitional measures may prove necessary in order to facilitate passage from the system of Regulation No. 48/67/CEE to the system of the present Regulation, HAS ADOPTED THE PRESENT REGULATION:

*i.e. processing work done by EEC countries for the account of non-EEC countries; see also Article 6 (4).

Article 1

In trade between the Community and third countries, import charges shall be applied to the following products:

Common Customs Tariff Number	Description of goods
ex 35.02	Albumins:
ex A II	Other (than unfit or rendered unfit for human consumption):
	(a) Ovalbumin and lactalbumin:
	1. dried (in leaves, flakes, crystals, powders, etc.)
	2. Other

[Regulation No. 189/67/CEE below refers to these charges.)

Article 2

1. The amount of the charge on imports into the Community of each of the products referred to in Article 1 shall be equal to the amount of the levy applicable to eggs in shell and fixed in accordance with the provisions of Article 4(1) of Regulation No. 122/67/CEE, that amount bearing the coefficient referred to in Article 3, relating to the product in question.

2. The amounts of the charges shall be fixed in advance for a period of three months according to the procedure laid down in Article 17 of Regulation No. 122/67/CEE.

Article 3

The coefficients for the products referred to in Article 1 shall be fixed, according to the procedure laid down in Article 17 of Regulation No. 122/67/CEE, by establishing the complementary value to the coefficients fixed for egg yolk according to the ratio defined in Article 5(1) second dash of Regulation No. 122/67/CEE. [Regulation No. 201/67/CEE below refers.]

Article 4

When an appreciable rise in prices is observed on the Community market, when that situation is likely to continue, and when, consequently, the market is disturbed or threatened with disturbance, the necessary measures may be taken.

The Council, acting on a proposal of the Commission according to the voting procedure laid down in Article 43(2) of the Treaty, shall adopt the general rules for application of the present Article.

Article 5

1. A sluice-gate price shall be fixed for the products referred to in Article 1, liquid or frozen, and a sluice-gate price for the products referred to in Article 1, dried. The prices shall be fixed on the basis of the sluice-gate price established for eggs in shell according to the provisions of Article 7(2) of Regulation No. 122/67/CEE, taking account of the decrease in value of the basic material, the coefficients referred to in Article 3 and processing costs.

2. Sluice-gate prices shall be fixed in advance for a period of three months.

3. Should the free-at-frontier supply price, for one product, fall below the sluice-gate price, the import charge applicable to that product shall be increased by an additional amount equal to the difference between the sluice-gate price and the free-at-frontier supply price.

However, that additional amount shall not be applicable with regard to third countries which are ready to guarantee, and are in a position to do so, that on import of products originating in and coming from their territory the price charged will not be lower than the sluice-gate price of the product concerned, and that all deflections of trade will be avoided.

4. The free-at-frontier supply price shall be established for all imports from all third countries.

However, if exports from one or more third countries are effected at abnormally low prices, lower than the prices charged by other third countries, a second free-at-frontier supply price shall be established for exports from those other countries.

5. The details for application of the present Article shall be adopted according to the procedure laid down in Article 17 of Regulation No. 122/67/CEE.

The following shall be fixed according to the same procedure:

– Sluice-gate prices;

– where appropriate, additional amounts.

Article 6

1. To the extent required for the smooth working of the common organization of markets in the egg sector and of the present Regulation, the Council, acting on a proposal of the Commission according to the voting procedure laid down in Article 43(2) of the Treaty, may exclude, wholly or in part, recourse to the active processing trade system for products referred to in Article 1 intended for the manufacture of products referred to in the same Article.

2. Community provisions controlling the active processing trade for the products referred to in Article 1 shall be adopted on July 1, 1968, at the latest.

3. The rules applicable until the entry into force of the regulations referred to in paragraph 2 shall be adopted, according to the procedure referred to in paragraph 1, with regard to:

(*Continued on next page*)

EEC, *continued*

(a) The rate of yield used with a view to determining the quantity of products referred to in Article 1 which have entered into the manufacture of goods derived from processing and exported;
(b) The determination, with a view to application of the import charge, of the quantity of products used which corresponds to the goods derived from processing put into free circulation.

4. The following shall be regarded as the active processing trade system within the meaning of the present Article: the set of provisions which determine the conditions under which the use takes place in the Community of products from third countries, required for obtaining goods intended for export and enjoying exemption from the import charges which are applicable to them.

Article 7

1. The general rules for interpretation of the common customs tariff and the special rules for its application shall be applicable for the classification of products coming under the present regulation; the tariff nomenclature resulting from application of the present Regulation shall be listed in the common customs tariff from the date on which the latter is applied in full.

2. Unless there are contrary provisions in the present Regulation or unless an exception is made by the Council, acting on a proposal of the Commission according to the voting procedure laid down in Article 43(2) of the Treaty, the following shall be prohibited in trade with third countries:
- the levying of all customs duties or charges having equivalent effect;
- the application of all quantitative restrictions or measures having equivalent effect.

Article 8

1. The following shall be prohibited in the Community's internal trade:
- the levying of all customs duties or charges having equivalent effect;
- the application of all measures having an effect equivalent to a quantitative restriction.

2. Goods referred to in Article 1 made or obtained from products which are not referred to in Article 9(2) and Article 10(1) of the Treaty shall not be admitted to free movement within the Community.

Article 9

The Member States and the Commission shall transmit to each other the data required for application of the present Regulation. The details of transmission and distribution of such data shall be adopted according to the procedure laid down in Article 17 of Regulation No. 122/67/CEE.

Article 10

1. So as to offset differences existing between feeding costs in Member States resulting from differences between prices for feed grain in Member States before July 1, 1967, provision may be made, for the period ending July 30, 1967, and for the products referred to in Article 1, for the levying of an import charge on imports into one Member State from another Member State.

2. So as to offset differences existing between feeding costs in third countries and those in Member States having higher feed-grain prices than the common prices and resulting from differences between those prices before July 1, 1967, provision may be made, for the period ending July 30, 1967, and for the products referred to in Article 1, over and above the import charges referred to in Article 2 increased, where appropriate, in pursuance of Article 5, for the levying of an additional import charge on imports from third countries.

3. The Council, acting on a proposal of the Commission according to the voting procedure laid down in Article 43(2) of the Treaty, shall, as required, fix the amounts of the import charges and of the additional import charges referred to in the preceding paragraphs.

Article 11

Should transitional measures be required in order to facilitate the passage from the system introduced by Regulation No. 48/67/CEE and that of the present Regulation, they shall be adopted according to the procedure laid down in Article 17 of Regulation No. 122/67/CEE. They shall be applicable until December 31, 1967, at latest.

Members of the John White Footwear export packing department, supplemented by students doing holiday work, are shown here filling packing cases with John White shoes and preparing them for shipment to the USSR. This scene has almost become a weekly occurrence at the John White, Lime Street, Rushden, Northants, factory where they are working to fulfil an order placed by the Soviet buying agency, Raznoexport, for 95,000 pairs of shoes worth £200,000. The final batch should leave for Russia in September.

Article 12

Regulation No. 48/67/CEE shall be annulled on July 1, 1967.

Article 13

The present Regulation shall enter into force on the day after its publication in the *Journal Officiel des Communautés Européennes.*

The system provided for in the present Regulation shall be applicable from July 1, 1967.

The present regulation is binding in all its parts and directly enforceable in each Member State.

Done in Brussels on June 27, 1967.

By the Council
The President
CH. HEGER.

The *Journal Officiel des Communautés Européennes* No. 133 dated June 29, 1967 contains the text of Regulation No. 189/67/CEE concerning the import charges referred to in Article 1 of Regulation 170/67/CEE above. Number 134 of the same publication, dated June 30, 1967, contains the text of Regulation No. 201/67/CEE which concerns the coefficients referred to in Article 3 of Regulation No. 170/67/CEE.

The French text of all the Regulations referred to above may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 479).

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 2479/2480).*

SPAIN

Customs tariff

IN THE *State Gazette* of July 17, the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff Heading	Description	Definitive Duty	Transitory Duty
29.23 A	Amino-alcohols, their halogenated, sulphonated, nitrated or nitrosated derivatives, and their salts and esters:		
1	Ethanolamine	22%	18%
2	Other	10%	4·5
85.01 A 2	Synchronous balancing motors, generators and rotary converters weighing more than 500 but not more than 10,000 kg.:		
a	Generators weighing more than 500 but not more than 5,000 kg.	45%	35%
b	Other	45%	26%
85.13 B 1	Apparatus for transmitting and receiving messages, including printer-type and perforating apparatus, signal apparatus and automatic error-correctors:		
a	Automatic transmitter apparatus	30%	14%
b	Other	30%	1%

Duties within quota limits

IN THE *State Gazette* of July 17, the Spanish authorities announced the following special rates of duty for imports within quota limits:

Tariff Heading	Description	Details
55.01	Cotton, not carded or combed	Imports within a quota limit of 24,250 tons to be exempt from payment of import duty
76.02 B 76.03 B	Wrought alloyed aluminium in sections and sheets	Imports within a quota limit of 2,500 tons, for a period of 6 months from July 17, to pay a duty of only 5%

This last quota will consist of 500 tons of structural sections for the construction of cryogenic tanks for methane-carrying ships of alloy 5083, zero temper, standard ASTM, number B221, with standards classification certificate. The remaining 2,000 tons will be for sheets for the construction of cryogenic tanks for methane-carrying ships of alloy 5083, zero temper, standard ASTM, number B209, with standards classification certificate.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of June 28, 1967, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from July 3.

Tariff No.	Description	Tariff	
		General	Working
70-19	Glass beads, imitation pearls, imitation precious and semi-precious stones, fragments and chippings, similar fancy or decorative glass smallwares and articles of glassware made therefrom: glass cubes and glass plates, whether or not on a backing, for mosaics and similar decorative purposes; artificial eyes, of glass, including those for toys but excluding those for wear by humans; ornaments and other fancy articles of lamp-worked glass; glass grains (ballotini):		
	A. Glass beads, imitation pearls, imitation precious and semi-precious stones and similar fancy or decorative glass smallwares and articles of glassware made therefrom:		
	I. Glass beads:		
	(a) Cut and polished mechanically	15	10
	(b) Other	15	10
	II. Imitation pearls	15	10
	III. Imitation precious and semi-precious stones:		
	(a) Cut and polished mechanically	15	10
	(b) Other	15	10
	IV. Similar fancy or decorative glass smallwares:		
	(a) Glass grains for reflecting surfaces	15	10
	(b) Other	15	10
	B. Artificial eyes, excluding those for wear by humans	45	30
	C. Ornaments and articles of glassware (flowers, leaves, ornaments, fringes, etc.)	120	80
	D. Other:		
	I. Glass cubes, plates, fragments and chippings for mosaics and similar decorative purposes	45	30
	II. Fancy articles of lampworked glass	120	80
92-11	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks with or without sound-heads; magnetic television image and sound recorders and reproducers:		
	A. Sound recorders and reproducers:		
	I. Permanent studio apparatus and industrial apparatus, imported to the order of the Moroccan radio and broadcasting organization or, for its account, under previously agreed contracts within the budgetary credits opened for this purpose	80	10
	II. Other	80	60
	B. Magnetic television image and sound recorders and reproducers (*magnetoscopes* or *vides recorders*) imported under the conditions applicable to heading 92-11 A I)	80	10

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

MALAWI

Customs tariff changes

MALAWI GOVERNMENT NOTICE No. 160 amends the customs tariff with effect from June 20 to the following extent:

(Britain pays the column 6 rate of duty)

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective Rates	6
19.02)	By the deletion of the heading and sub-headings Nos. 19.02.01 and 19.02.99 and the substitution therefor of the following:				
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50% by weight of cocoa	—	30%	20%	20%
	By the deletion of all the material in Columns 1 to 6 inclusive in respect of sub-heading No. 21.07.01 and by re-numbering of sub-heading No. 21.07.02 to read 21.07.01, viz.:				
21.07.01	Saccharine tablets and similar sugar substitutes (including sodium cyclamate)	per oz.	£0 10s. 0d.	£0 10s. 0d.	£0 10s. 0d.
(70.20)	Glass fibre (including wool), yarns, fabrics, and articles made therefrom:				
	By the deletion of sub-heading No. 70.20.01 and the substitution of:				
70.20.01	Fibre, thread, yarn and wool; packing and lagging for buildings or piping, whether made up into articles or not; machinery parts	—	5%	Free	Free
73.38.02	By the deletion of the sub-heading and the substitution therefor of the following:				
73.38.02	Enamelled hollow-ware, n.e.s., of a weight not exceeding 1 lb. per single article	—	30%	30% and in addition	20% and in addition
		Per single article	£0 0s. 8d.	£0 0s. 8d.	£0 0s. 8d.
		or per lb. whichever yields the lesser duty	£0 1s. 6d.	£0 1s. 6d.	£0 1s. 6d.
	By the addition immediately after subheading No. 84.06.04 of the following:				
84.06.05	Outboard motors, each with a total swept cylinder cubic capacity (calculated by the number of cylinders and the bore and stroke of each) not exceeding 200 cubic centimetres	—	10%	Free	Free
	By the addition immediately after heading No. 100.16 of the following:				
100.17	Foods of a kind specially prepared for infants, but excluding milk falling under heading No. 04.02 and patent or proprietary tonic foods	—	5%	Free	Free

IVORY COAST REPUBLIC

Global import quotas July—December 1967

IT HAS BEEN announced in Abidjan, Ivory Coast Republic, that the following quotas have been opened for the import of goods for the second half of this year:

(£1 = 691 C.F.A francs)

Quota No.	Description	Values ('000 C.F.A. francs)
1	Milk products	15,000
4 A	Various drinks except beer	110,000
5	Other sugars and confectionery	5,000
6 A	Fresh fruit and vegetables	50,000
6 B	Foodstuffs (other products)	45,000
7	Tobacco	70,000
9	Mineral and metal products	20,000
11	Pharmaceuticals, colouring matters and insecticides	25,000
12	Plastics materials	15,000
13	Rubber and tyres	5,000
14	Chemical products	10,000
16	Non-printed fabrics, blankets	50,000
18	Knitted goods, clothing, secondhand clothing	35,000
19	Kitchen and household ware, tools and cutlery	200,000
20	Table 12. Air conditioners and refrigerators	40,000
	Table 13. Office machinery	30,000
	Table 14. Domestic radio equipment	20,000
	Table 15. Photographic equipment	15,000
	Table 16. Watches and clocks	15,000
	Table 17. Other mechanical and electrical equipment	35,000
22	Cycles and motorcycles	10,000
24	Miscellaneous	120,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

GHANA

Customs and Excise Suspense Accounts

IN A NOTICE PUBLISHED in the *Ghana Commercial and Industrial Bulletin* of July 21, the Ghana Comptroller of Customs has issued the following for information:

'It is hereby notified for information that the Customs and Excise Department operates a Suspense Account at Accra for both the port of Tema and the Excise and Sales Tax Office, James Town, Accra.

'All importers, exporters, manufacturers and agents transacting business with this department are advised that Accra and Tema are separate Collections. To facilitate the reconciliation of departmental accounts payment into a particular account should therefore be distinguished by the account name (i.e. Customs and Excise Suspense Account, *Tema;* or Customs and Excise Suspense Account, *Accra*).'

UGANDA

Import licensing regulations

TELEGRAPHIC INFORMATION has been received concerning import licensing requirements in Uganda. Statutory Instrument No. 76 announces that, with effect from July 24, the following items will require specific import licences:

Biscuits; bread; cakes; potatoes; tomatoes; onions; coffee; tea; cocoa; spices; salt; animal feeding stuffs; aerated and flavoured waters; tobacco; ghee; steel sections; baling hoops and strips; domestic refrigerators; motor cars and station wagons; motor cycles; furniture; men's socks; shirts and soap.

Comprehensive details will be published as soon as possible, and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

The twin screw grab hopper dredger 'ARO' now being built at the Victoria Shipyards of Henry Robb Limited, Leith, for the Government of Nigeria, was successfully launched on July 21, the christening ceremony being performed by Her Excellency Mrs. E. O. Ogundipe, wife of the Nigerian High Commissioner in London. The dredger is being built to the order of the Crown Agents for Overseas Governments and Administrations, acting for and on behalf of the Nigerian Ports Authority, and inspection duties are being carried out by the consultants, Messrs. Coode & Partners.

NIGERIA

Notice by the Board of Customs and Excise

GOVERNMENT NOTICE NO. 1181 issued by the Nigerian Board of Customs and Excise published in the Federal Republic of Nigeria *Gazette* dated July 20 announces, with effect from July 17, the following:

'Exemption from Duty of Goods of a Charitable Nature and Gifts Approved by the Federal Ministry of Finance.

It is hereby notified for general information that persons, bodies or organizations wishing to claim exemption from duty of Customs under paragraph 15 of Schedule 2 to the Customs Tariff Act, 1965, No. 3 are required to submit an application to the Permanent Secretary, Federal Ministry of Finance, Mosaic House, Tinubu Square, Lagos, furnishing the following particulars:

(a) Name and any other relevant details of the donor;
(b) Full details of the goods involved;
(c) Supporting evidence for the transaction;
(d) Name and any other relevant details of the recipient in Nigeria.'

TANZANIA

Import licensing regulations

GENERAL NOTICE NO. 1411 (Open General Licence), published in the United Republic of Tanzania *Gazette* on June 30, 1967, cancels previous amendments to the Open General Licence and sets out the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required. The details are as follows:

First Schedule

Section 0 – *Food*

Division 00 – Live Animals
001 1 0 Bovine cattle.

Division 01 – Meat and Meat Preparation
011 1 0 Meat of bovine animals (beef, veal).

Division 02 – Dairy Products and Eggs
Milk and cream (including buttermilk, skimmed milk and whey), evaporated or condensed (in liquid or semi-solid form):
022 1 1 Milk, skimmed.
022 1 2 Cream.
022 1 9 Other.
Milk and cream (including buttermilk, skimmed milk and whey), dry (in solid form such as blocks or powder):

(*Continued on next page*)

022 2 1 Patent and proprietary infants' milk.
022 2 2 Skimmed milk (powder form).
022 2 9 Other dried milk.
023 0 1 Butter.
023 0 2 Clarified butter (Ghee).
025 0 1 Eggs.

Division 04 – Cereals and Cereals Preparations
041 0 0 Wheat (including spelt) and meslin unmilled.
042 0 0 Rice.
043 0 0 Barley, unmilled.
044 0 0 Maize (corn), unmilled, cereals, unmilled n.e.s.
045 9 1 Millet.
045 9 9 Other.
046 0 0 Meal and flour of wheat or of meslin.
047 0 1 Meal and flour of maize.
047 0 9 Meal and flour of cereals n.e.s.

Division 05 – Fruit and Vegetables
054 1 0 Potatoes, fresh, not including sweet potatoes.
054 5 1 Onions.

Division 06 – Sugar, Sugar Preparations and Honey
061 Sugar and honey.
062 0 0 Boiled sweets, toffees and caramels.

Division 09 – Miscellaneous Food Preparations
091 4 1 Ghee substitutes (vegetable ghee).
099 0 8 Ice-cream prepared.

Section 2 – Crude Materials, Inedible except Fuels

Division 26 – Textile Fibres (not Manufactured into Yarn, Thread or Fabrics) and their Waste
264 0 0 Jute (including jute cuttings and waste).

Division 27 – Crude Fertilizers and Crude Minerals (excluding Coal, Petroleum and Precious Stones)
275 0 9 Industrial Diamonds.

Division 28 – Metalliferrous Ores and Metal Scrap
285 0 0 Silver and platinum ores and concentrates.

Division 29 – Crude Animal and Vegetable Materials n.e.s.
292 4 3 Pyrethrum flowers and powder.
292 9 5 Pyrethrum extract.

Section 3 – Mineral Fuels, Lubricants and Related Materials

Division 33 – Petroleum and Petroleum Products
Motor spirit.
332 1 2 Other motor spirit.
Lamp oil and white spirit (kerosene, illuminating oil, jet fuel).
332 2 1 Jet fuel.
332 2 3 Power kerosene.
332 2 4 Mineral turpentine, white spirit, etc.
Distillate fuels.
332 3 1 Heavy block, for low speed marine and stationary engines.
332 4 0 Residual fuel oils (marine, furnace and similar fuel oils, black, for burning in oil fired boilers and furnaces).
332 9 1 Asphalt and bitumen.

Division 34 – Gas – Natural and Manufactured
Gas, natural.
341 1 1 Liquid petroleum gas, including butane and propane gases and mixtures thereof.
341 2 0 Gas, manufactured.

Section 4 – Animal and Vegetable Oils and Fats

Division 42 – Fixed Vegetable Oils and Fats
422 3 0 Coconut (copra) oil.

Section 5 – Chemicals

Division 53 – Dyeing, Tanning and Colouring Materials
533 3 1 Distempers.
533 3 9 Paints, enamels, lacquers, varnishes (not artists' colours).

Division 57 – Explosives and Pyrotechnic Products
571 3 0 Fireworks.

Division 58 – Plastic Materials, Regenerated Cellulose and Artificial Resins
581 2 0 Products of polymerization and copolymerization (e.g. polyethylene, polysterene, polyvinyl, etc., derivatives coumaroneludene resins).
599 2 0 Insecticides, fungicides, disinfectives (including sheep and cattle dressing) and similar preparations.

Section 6 – Manufactured Goods Classified Chiefly by Material

Division 62 – Rubber Materials
629 1 1 Bicycle tyres.
629 1 5 Bicycle tubes.

Division 64 – Paper, Paperboard and Manufactures thereof
642 2 0 Writing blocks, letter pads.
642 3 0 Exercise books, memorandum blocks.

Division 65 – Textile Yarn, Fabrics Made Up Articles and Related Products
652 Cotton fabrics, woven, including cotton velvets, plushes, corduroy and furnishing fabrics.
653 2 0 Woollen fabrics woven (including fabrics of fine hair).
653 4 1 Jute fabrics woven, including hessian and sacking in the piece.

A major productivity increase in sisal processing in Tanzania – has brought with it the use of advanced handling equipment like this Yale 5,000-lb. capacity fork-lift truck unloading and stacking incoming sisal bales at the Tanganyika Sisal Spinning Company, Dar es Salaam. Over 40 per cent of the industrial trucks made at the Wednesfield factory, Staffs, of Eaton Yale & Towne Inc. is exported, many machines going to the emergent countries.

653 5 1/9 Textile fabrics, woven of synthetic fibres, regenerated (artificial) fibres and glass fibre.
653 9 1 Sisal fabrics.
655 6 2 Cordage, rope, twine of jute.
655 6 3 Cordage, rope, twine of sisal.
655 6 5 Fishing nets and netting only (not fishing lines).
656 1 1 Jute bags and sacks.
656 1 2 Sisal bags and sacks.
656 9 1 Bedsheets, bedspreads and chorsa.
661 1 0 Lime.
661 2 1 Cement, Portland.
661 2 2 Cement, building other.
667 2 0 Diamonds (other than industrial diamonds) not set or strung.

Division 67 – Iron and Steel
Plates and sheets, coated, excluding tinned plates and sheets:
674 9 1 Corrugated of a thickness of .014 inch or less
674 9 2 Corrugated of a thickness exceeding ·014 inch.
674 9 3 Flat, galvanized, including sheet in coil of a thickness of ·014 inch or less.
674 9 4 Flat, galvanized including sheet in coil of a thickness exceeding ·014 inch.

Division 68 – Non-Ferrous Metals
684 2 2 Aluminium circles.
684 2 3 Aluminium coils.
684 2 4 Aluminium corrugated sheets.
684 2 5 Aluminium flat sheets and plates.

Division 69 – Manufactures of Metals, n.e.s.
691 1 1 Louvre windows and components.
694 1 0 Nails, wire.
697 2 5 Aluminium ware, domestic.
698 9 3 Articles made of aluminium n.e.s.

Section 7 – Machinery and Transport Equipment

Division 72 – Electrical Machinery, Apparatus and Appliances
Radio broadcast receivers, whether or not combined with gramophones:
724 2 1 Wireless receiving sets, domestic, including car radios and radiograms.
724 2 9 Other, including spares.

(*Continued on next page*)

TANZANIA, *continued*

Division 73 – Transport Equipment
Bicycles and other cycles, not motorized, and their parts:
733 1 1 Cycles, not motorized, complete.
733 1 2 Cycle parts, including invalid carriage parts.

Section 8 – Miscellaneous Manufactured Articles
Division 84 – Clothing
Clothing of textile fabric, not knitted or crocheted:
841 1 1 Shirts.
Clothing and accessories, knitted or crocheted:
841 4 1 Cardigans, jerseys, jumpers, pullovers and slip-overs.
841 4 3 Vests and singlets.
841 4 4 Undergarments n.e.s.
841 4 9 Other.
841 7 0 Secondhand shirts of all types, whether knitted, crocheted or of woven fabric.
Division 89 – Miscellaneous Manufactured Articles
Articles of Plastic Materials:
893 0 2 Polythene bags.
893 0 3 Table and other household articles.
893 1 9 Other:
Hose pipe.
Beads.
Necklace.
Sheeting.
Tubing of all types.
895 9 0 Chalk sticks.
Manufactured Articles n.e.s.
899 3 2 Matches in packings of 50 matches or less per container.
899 3 3 Matches in packings of more than 50 matches per container.

Section 9 – Commodities and Transactions not Classified According to Kind
991 0 1 Gold.

NOTES FOR THE GUIDANCE OF IMPORTERS

All applications to import the under-mentioned goods should be submitted to State Trading Corporation, PO Box 883, Dar es Salaam, and not direct to the Office of the Imports Controller:

Jute, including jute cuttings and waste.
Fabrics of jute.
Sisal fabrics.
Sisal cordage, cables and ropes.
Jute sacking, twine.
Sisal bags, new or used.
Jute bags, new and used.
Cotton fabrics, woven, including khangas, khaki drills, etc.
Fabrics of synthetic fibres, of regenerated (artificial) fibres and glass fibre.
Woollen fabrics, woven (including fabrics of fine hair).
Bicycles and other cycles and spares.
Bicycle tyres and tubes.
Milk and cream other than fresh.
Sugar.
Cement.
Matches.

Distemper, Paints, Enamels, Lacquers, Varnishes. In the case of paints and distempers originating from and outside East Africa no licences will be issued for distempers nor for general purpose paints below the following approximate c.i.f. values:

General decorative paints as follows

Emulsion paints	Shs. 33s. per 14 lb. tin or per gallon.
Enamels or primers	Shs. 40s. per 14 lb. or per gallon when packed in containers of one pint or over.
	Shs. 50s. per 14 lb. or per gallon when packed in containers of less than one pint.

Specialist paints other than above

Shs. 53s. per 14 lb. or per gallon.

Shirts. Licences may be granted to import shirts under Code No. 841-1-1 to the value of Shs. 275s. per dozen c.i.f. and above, and for knitwear under Code No. 841-4-9 to the value of Shs. 220s. per dozen c.i.f. and above.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Forty-one marketing, technical, production and finance executives from Chloride Group Companies in many parts of the world met recently at the Charing Cross Hotel, London, to exchange views on the design and marketing of automotive batteries. Here, Mr. Edward Powell, chairman, the Chloride Electrical Storage Co. Ltd., and Sir Joseph Hunt, executive director in charge of the Chloride Overseas Organization, discuss a marketing problem with Mr. Gerry Alkin, general manager, Australia; Mr. Peter Murrough, marketing manager, South Africa; Mr. Alan White, general manager, Pakistan; and Mr. Morley Griffith-Jones, marketing director, Electric Power Storage Ltd.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1078, published in the Republic of South Africa *Government Gazette* of July 21, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
98.05 By the substitution for sub-headings 98.05.20 and 98.05.30 of the following:				
98.05.20 Crayons and pastels	No.	20%		
98.05.30 Writing chalk and drawing chalk	No.	20%		

Note: The duty on crayons, pastels, writing chalk and drawing chalk is increased from free to 20%.

PAKISTAN

Import licensing policy July – December 1967

AN ADVANCE NOTICE about Pakistan's import policy for the six months July to December 1967 was published in the *Board of Trade Journal* on July 21 (page 188). The official *Pakistan Gazette* has now been received and it sets out the policy in more detail.

Any inquiries regarding the import policy should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

LAOS

Exports to Laos

IN THE HOPE THAT it may be possible to reduce delays in clearing through Bangkok Port British goods exported to Laos under the British Commodity Aid Programme, it has been suggested that all consignments should, with effect from August 1, be prominently marked with a St. Andrews Cross – (a white diagonal cross on a blue background). All inquiries arising out of this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

The regulations by the Central Bank of the Philippines

THE TEXT OF FIVE Circulars issued recently by the Central Bank of the Philippines was published in the *Board of Trade Journal* dated July 21, 1967.

The Central Bank have subsequently issued a memorandum to authorized agent banks dated July 14, 1967, but not promulgated until July 19, 1967, which amends circulars 240 and 243. The text of this memorandum is set out below:

Effective immediately, liabilities arising after June 26, 1967, from the negotiation of usance letters of credit outstanding as of June 26, 1967, and/or the refinancing of sight drafts drawn against letters of credit outstanding as of June 26, 1967, shall not be subject to the one-to-one ratio as provided for under Circular No. 240, until October 26, 1967, and provided further that the liabilities arising from refinancing of sight drafts arose from availments of the credit lines of the Agent Banks with their foreign correspondents existing as of June 26, 1967.

In this connection all banks shall submit to the Foreign Exchange Department, Central Bank, an inventory of all their letters of credit outstanding as of June 26, 1967, giving the following data:

(a) L/C No.
(b) Opening Date.
(c) Account Party.
(d) The relative outstanding balance as of June 26, 1967, as well as an inventory of credit lines giving the following information:
  (1) Correspondent Bank.
  (2) Amount of line.
  (3) Unused line as of June 26, 1967.
  (4) Expiry date of line.

Subsequent negotiations under the aforesaid letters of credit shall be duly reported, under separate caption and total, in Schedule 2-A of FED Form No. 1.

Importation of capital goods, machinery and raw materials under perfected contracts or arrangements which are valid and subsisting as of June 26, 1967, subject to verification, which importations are not covered by letters of credit, may be considered as not falling under the provisions of Circular No. 243 dated June 23, 1967.

In the case of deferred payment transactions calling for the importation of capital goods, machinery and raw materials under the guarantee of the National Investment and Development Corporation or the Development Bank of the Philippines, the said transaction shall be covered by letters of credit to the extent only of foreign exchange liabilities or payments due within 180 days.

Importations under United States Public Law No. 480 shall not be subject to the special marginal deposit requirements required under Memorandum Agreement dated June 26, 1967, as well as to the thirty per cent (30 per cent) L/C reserve requirement under CB-DSE Form No. 11.

This Memorandum to Authorized Agent Banks does not apply to the following banks from which no relative statistical data have been received to date by the Bankers Association of the Philippines:

1. Feati Bank & Trust Co.
2. General Bank & Trust Co.
3. Prudential Bank & Trust Co.
4. Philippine National Co-operative Bank.
5. Republic Bank.
6. Overseas Bank of Manila.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2747 or 2253).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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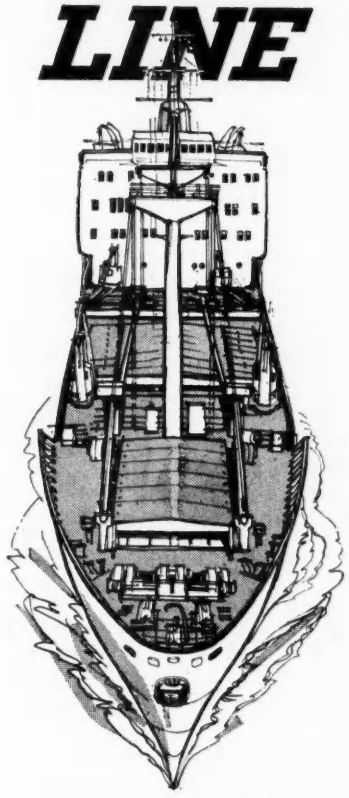

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AUSTRALIA

Details of tariff changes

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff proposals which came into effect on July 14, 1967. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes in forms or packs of a kind sold by retail:				
32.09.3	Pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media, in packs not exceeding 1 gallon; white lead in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media:				
32.09.330	[Metal flakes or powders]	Free	Free	No change (Under new item 32.09.339)	
32.09.33	*Metal flakes or powders:*			30%	20% (Under new item 32.09.331)
32.09.331	*Of aluminium*	Free	Free	30%	20%
32.09.339	*Of other materials*	(Under former item 32.09.330) No change (Under former item 32.09.330)		Free	Free
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), being goods not falling within any other item; residual products of the chemical or allied industries, being goods not falling within any other item:				
38.19.9	Other				
38.19.920	*New paragraph:* *Products and preparations in which the constituent that gives the goods their essential character is aluminium*	The rate in this column that applies to the constituent that gives the goods their essential character (Under item 38.19.999)	The rate in this column that applies to the constituent that gives the goods their essential character	Free	Free
51.02	Monofil, strip (that is to say, artificial straw and the like) and imitation catgut, of man-made fibre materials:				
51.02.9	Other.				
51.02.920	*New paragraph:* *Of regenerated cellulose*	12½%	Free (Under former item 51.02.990)	50% Primage 10%	27½% Primage 5%
51.02.990	[Of other materials]	12½%	Free	No change (Under new item 51.02.990) 50% Primage 10%	27½% Primage 5%
51.02.990	*Of other materials*	No change (Under former item 51.02.990)		(Under new item 51.02.920) 12½%	Free
	Omit the following note to Chapter 76: [4. For the purposes of paragraph 76.02.11, sub-item 76.02.2, paragraph 76.03.91, sub-item 76.06.1 or sub-item 76.12.9, the Minister may, from time to time, by notice in the Gazette, determine an amount to be, or to have been, the equalising cost per ton in respect of aluminium on and after a date specified in the notice].				
76.02	[Wrought bars, rods, angles, shapes and sections, of aluminium; aluminium wire:				
76.02.1	Bars, rods, angles, shapes and sections:				
76.02.110	Not worked, or decorated but not further worked	30%, and, in respect of the aluminium content, $50 per ton	15%, and in respect of the aluminium content, $50 per ton		
76.02.19	Other:.			30% (Under new item 76.02.000)	20%
76.02.191	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%		
76.02.199	Other	55% Primage 5%	27½%		
76.02.200	Wire]	30%, and, in respect of the aluminium content $50 per ton	15%, and, in respect of the aluminium content, $50 per ton		
76.02.000	*Wrought bars, rods, angles, shapes and sections, of aluminium; aluminium wire*	30%, and, in respect of the aluminium content, $50 per ton (Under former item 76.02.110; 200)	15%, and, in respect of the aluminium content, $50 per ton	30%	20%
		45% Primage 10% (Under former item 76.02.191)	12½% Primage 5%		
		55% Primage 5% (Under former item 76.02.199)	27½%		
76.03	Wrought plates, sheets and strip, of aluminium:				
76.03.100	Strip, painted and curved or formed into an S shape, of a kind used in the manufacture of venetian blinds	47½%	27½%	35%	25%
76.03.9	[Other:				
76.03.910	Whether or not cut to non-rectangular shape or decorated, not worked or not further worked	30%, and, in respect of the aluminium content, $50 per ton	15%, and, in respect of the aluminium content, $50 per ton		
76.03.99	Other:			30% (Under new item 76.03.900)	20%
76.03.991	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%		
76.03.999	Other	55% Primage 5%	27½%		
76.03.900	*Other*	30%, and, in respect of the aluminium content, $50 per ton (Under former item 76.03.910)	15%, and, in respect of the aluminium content, $50 per ton	30%	20%
		45% Primage 10% (Under former item 76.03.991)	12½% Primage 5%		

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
		55% Primage 5% (Under former item 76.03.999)	27½% Free		
76.05.000	Aluminium powders and flakes	Free		30%	20%
76.06	[Tubes and pipes and blanks therefor, of aluminium; hollow bars of aluminium				
76.06.1	Not worked, or decorated but not further worked:				
76.06.110	Metal-cased metal pipes and tubes	7½%	Free		
76.06.190	Other	30%, and, in respect of the aluminium content, $50 per ton	15%, and, in respect of the aluminium content, $50 per ton	30% (Under new item 76.06.000)	20%
76.06.9	Other:				
76.06.910	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%		
76.06.990	Other]	55% Primage 5%	27½%		
76.06.000	*Tubes and pipes and blanks there for, of aluminium; hollow bars of aluminium*	7½% (Under former item 76.06.110) 30%, and, in respect of the aluminium content, $50 per ton (Under former item 76.06.190) 45% Primage 10% (Under former item 76.06.910) 55% Primage 5% (Under former item 76.06.990)	Free 15%, and, in respect of the aluminium content, $50 per ton 12½% Primage 5% 27½%	30%	20%
76.07	[Tube and pipe fittings (including joints, elbows, sockets and flanges), of aluminium:				
76.07.100	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%	35% (Under new item 76.07.000)	25%
76.07.900	Other]	55% Primage 5%	27½%		
76.07.000	*Tube and pipe fittings (including joints, elbows, sockets and flanges), of aluminium*	45% Primage 10% (Under former item 76.07.100) 55% Primage 5% (Under former item 76.07.900)	12½% Primage 5% 27½%	35%	25%
76.08.000	Structures, complete or incomplete, whether or not assembled, and parts of structures, of aluminium; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of aluminium	55% Primage 5%	27½%	35%	25%
76.09	[Reservoirs, tanks, vats and similar containers, for any material, of aluminium, of a capacity exceeding 300 litres (66 gal.), whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment:				
76.09.100	Jacketed vats or jacketed tanks, lined or unlined; enamelled vats or tanks, not jacketed	35%	15%		
76.09.9	Other:				
76.09.910	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%	35% (Under former item 76.09.000)	25%
76.09.990	Other]	55% Primage 5%	27½%		
76.09.000	*Reservoirs, tanks, vats and similar containers, for any material, of aluminium, of a capacity exceeding 300 litres, whether or not lined or heat-insulated, but not fitted with mechanical or thermal equipment*	35% (Under former item 76.09.100) 45% Primage 10% (Under former item 76.09.910) 55% Primage 5% (Under former item 76.09.990)	15% 12½% Primage 5% 27½%	35%	25%
76.10	[Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a kind commonly used for the conveyance or packing of goods:				
76.10.100	Collapsible tubes	40% Primage 10%	22½% Primage 5%		
76.10.9	Other:			35%	25%
76.10.910	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%	(Under new item 76.10.000)	
76.10.990	Other]	55% Primage 5%	27½%		
76.10.000	*Casks, drums, cans, boxes and similar containers (including rigid and collapsible tubular containers), of aluminium, of a kind commonly used for the conveyance or packing of goods*	40% Primage 10% (Under former item 76.10.100) 45% Primage 10% (Under former item 76.10.910) 55% Primage 5% (Under former item 76.10.990)	22½% Primage 5% 12½% Primage 5% 27½%	35%	25%
76.11	Compressed gas cylinders and similar pressure containers, of aluminium:				
76.11.100	Cylinders in which anhydrous ammonia and gases are ordinarily imported	12½%	Free	7½%	Free
76.11.9	[Other:				
76.11.910	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%	35% (Under new item 76.11.900)	25%
76.11.990	Other]	55% Primage 5%	27½%		
76.11.900	*Other*	45% Primage 10% (Under former item 76.11.910) 55% Primage 5% (Under former item 76.11.990)	12½% Primage 5% 27½%	35%	25%
76.12	[Stranded wire, cables, cordage, ropes, plaited bands and the like, of aluminium wire, but excluding insulated electric wires and cables:				
76.12.100	Barbed wire	$10 per ton	Free		
76.12.900	Other]	42½%; or, if lower, 35%, and, in respect of the aluminium content, $50 per ton	35%; or, if lower, 10%, and, in respect of the aluminium content, $50 per ton	30% (Under new item 76.12.000)	20%

(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
76.12.000	*Stranded wire, cables, cordage, ropes, plaited bands and the like, of aluminium wire, but excluding insulated electric wires and cables*	$10 per ton (Under former 42½%; or, if lower 35%, and, in respect of the aluminium content, $50 per ton (Under former	Free item 76.12.100) 35%; or, if lower, 10%, and, in respect of the aluminium content, $50 per ton item 76.12.900)	30%	20%
76.13	[Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire:				
76.13.100	Woven wire having over 120 holes to the inch measured along the warp and having over 120 holes to the inch measured along the weft	Free	Free	35% (Under new item 76.13.000)	25%
76.13.9	Other:				
76.13.910	Containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%		
76.13.990	Other]	55% Primage 5%	27½%		
76.13.000	*Gauze, cloth, grill, netting, reinforcing fabric and similar materials, of aluminium wire*	Free (Under former item 76.13.100) 45% Primage 10% (Under former item 76.13.910) 55% Primage 5% (Under former item 76.13.990)	Free item 76.13.100) 12½% Primage 5% item 76.13.910) 27½%	35%	25%
76.14	[Expanded metal, of aluminium:				
76.14.100	Containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%	35% (Under new item 76.14.000)	25%
76.14.900	Other]	55% Primage 5%	27½%		
76.14.000	*Expanded metal, of aluminium*	45% Primage 10% (Under former item 76.14.100) 55% Primage 5% (Under former item 76.14.900)	12½% Primage 5% item 76.14.100) 27½%	35%	25%
76.15	*Goods of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts therefor, of aluminium:				
76.15.100	[Plated tableware and parts therefor; furniture and parts therefor	45%	17½%	35% (Under new item 76.15.900)	25%
76.15.2	Smoking requisites and parts therefor; soda water syphons and parts therefor:				
76.15.210	Smoking requisites and parts therefor	35%	20%	7½% (Under new item 76.15.100)	Free
76.15.220	Soda water syphons and parts therefor	22½%	Free		
76.15.9	Other:				
76.15.910	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45%	17½%	35% (Under new item 76.15.900)	25%
76.15.990	Other]	55% Primage 5%	27½%	7½%	Free
76.15.100	*Soda water syphons and parts therefor*	22½% (Under former item 76.15.220)	Free		
76.15.900	*Other*	45% (Under former items 76.15.100; 91 0) 35% (Under former item 76.15.210) 55% Primage 5% (Under former item 76.15.990)	17½% 20% 27½%	35%	25%
76.16	[Other goods made of aluminium:				
76.16.1	Thimbles and block fasteners for lasts; shields for valves and tubes of a kind falling within item 85.21, and parts therefor:				
76.16.110	Thimbles and block fasteners for lasts	Free	Free		
76.16.12	Shields for valves and tubes of a kind falling within item 85. 21, and parts therefor:				
76.16.121	Containing not less than 98% pure aluminium	45% Primage 10%	12½% Primage 5%		
76.16.129	Other	55% Primage 5%	27½%		
76.16.200	Machine belt fasteners	45% Primage 10%	20% Primage 5%		
76.16.300	Chain and parts therefor	40% Primage 10%	17½% Primage 5%	35% (Under new item 76.16.900)	25%
76.16.4	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw hooks and screw rings); rivets, washers and spring washers:				
76.16.410	Screw hooks and screw rings	22½% Primage 10%	Free Primage 5%		
76.16.420	Screws for wood	20%	10%		
76.16.49	Other:				
76.16.491	Screws of a kind not suitable for use with nuts	40% Primage 5%	17½%		
76.16.492	Rivets	40%, less $0·003 per lb.	30%, less $0·003 per lb. NZ: 24% less $0·002 per lb.		
76.16.499	Other	40%, less $0·003 per lb.	30%, less $0·003 per lb.		
76.16.500	Nails, tacks, staples and the like	37½% Primage 5%	12½%		
76.16.6	Pins (other than hatpins and other ornamental pins and drawing pins), hairpins and curling grips; crochet hooks:				
76.16.610	Pins for brooches	12½% Primage 10%	Free Primage 10%	7½% (Under new item 76.16.100)	Free
76.16.620	Bobby pins	30%	20%		
76.16.63	Safety pins and hairpins (other than bobby pins), not being gold or silver plated:			35%	25%
76.16.631	in fancy boxes	37½% Primage 10%	17½% Primage 5%	(Under new item 76.16.900)	
76.16.639	Other	7½%	Free	No change (Under new item 76.16.100)	
76.16.640	Ordinary pins with solid metal heads	30%	20%	35% (Under new item 76.16.900)	25%
76.16.650	Crochet hooks	7½%	Free	No change (Under new item 76.16.100)	

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
76.16.69	Other:				
76.16.691	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10% 55% Primage 5%	12½% Primage 5% 27½%	35% (Under new item 76.16.900)	25%
76.16.699	Other				
76.16.7	Smoking requisites; travel goods, handbags, wallets, vanity compacts and similar goods and parts therefor:				
76.16.710	Smoking requisites	35%	20%		
76.16.790	Other	45	17½%		
76.16.800	Parts or fittings of a kind used solely or principally in ships, boats or other vessels	37½%	27½%		
76.16.9	Other:				
76.16.910	Cast, containing not less than 85% pure aluminium; other than cast, containing not less than 98% pure aluminium	45% Primage 10% 55% Primage 5%	12½% Primage 5% 27½%		
76.16.990	Other]				
76.16	*Other goods made of aluminium:*				
76.16.100	*Pins; crochet hooks*	No change (Under former items 76.16.639; 650)		7½%	Free
		12½% Primage 10% (Under former item 76.16.610)	Free Primage 10%		
76.16.900	*Other*	Various (Under former items 76.16.110; 121; 129; 200; 300; 410; 420; 491; 492; 499; 500; 620; 631; 640; 691; 699; 710; 790; 800; 910; 990)		35%	25%

CANADA

Changes in Customs tariff

THE CANADIAN GOVERNMENT have issued Order in Council PC 1967-1355 dated July 12, 1967, making the following additions to the Canadian Customs tariff.

Schedule Tariff Item	Goods	British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
18745-1	Positive colour print film and reversal colour film, other than 35 millimetre positive colour print film, for use in duplicating motion picture films and film strips from negatives or positives (Applicable to June 30, 1968)	Free	12½%	30%
38265-1	Sheet or strip of iron or steel, coated with tin, minimum base weight 155 lbs. (0.01705 inch) maximum base weight 272 pounds (0·02992 inch), for use in the manufacture of commercial bakery baking pans (Applicable to June 30, 1968)	Free	Free	25%
39405-1	Axles, including stub axles, with a load capacity of 65,000 pounds or more, and suspensions therefor; wheels and rims, 25 inches or more in diameter, and brake assemblies therefor, for use with the foregoing axles, whether or not mounted thereon; all of the foregoing and parts thereof for use in the manufacture of off-highway dump trailers (Applicable to June 30, 1968)	Free	Free	35%
42860-1	Diesel engines and parts thereof for use in the manufacture of asphalt road finishing machines (Applicable to June 30, 1968)	Free	Free	30%
43440-1	Parts for use in the manufacture of brake systems for subway or rapid transit cars (Applicable to June 30, 1968)	Free	10%	35%
43854-1	Vinyl compatible lacquer coating for use in the manufacture of rear compartment tops used as original equipment in the manufacture of motor vehicles (Applicable to January 31, 1968)	Free	Free	30%
44515-1	Porcelain bushings more than 86 inches in length, with or without metal flanges attached for use in the manufacture of transformers (Applicable to June 30, 1968)	Free	7½%	37½%
50645-1	Particleboard made of ground wood particles and phenolic type synthetic resin, weighing not less than 70 pounds per cubic foot, for use in the manufacture of moulded laminated sheet impregnated with synthetic resin (Applicable to June 30, 1968)	10%	15%	30%

UNITED STATES

Federal Trade Commission

THE UNITED STATES Federal Trade Commission has initiated a proceeding to promulgate a trade regulation rule regarding deception in the transistor count of radios, including radio transceivers or 'walkie-talkies'.

The proposed rule would provide that it would be 'an unfair method of competition' to represent either directly or by implication that any radio set contains a specified number of transistors,

(*Continued on next page*)

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UNITED STATES, *continued*

when in fact one or more of the transistors are either dummies or do not perform the customary functions of radio set transistors.

A public hearing on this proposal has been arranged for 10 a.m. on October 4, 1967, in Room 532 of the Federal Trade Commission Building in Washington DC, and all interested persons will be given an opportunity to present their views orally.

Written views may be filed (in duplicate) with the Chief, Division of Trade Regulations Rules, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue at Sixth Street, N.W., Washington DC, 20580, not later than November 3, 1967.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal Food, Drug and Cosmetic Act and the Fair Packaging and Labelling Act

THE *Board of Trade Journal* dated March 31, 1967, gave notice of proposed regulations under the United States Fair Packaging and Labelling Act for the enforcement of the Act and for the labelling of foods.

The United States Commissioner of Food and Drugs has now revised these proposals and issued for the enforcement of the Federal Food, Drug and Cosmetic Act and the Fair Packaging and Labelling Act Regulations which become effective: (1) December 31, 1967, for all new packages, new label designs and labels being re-ordered; (2) July 1, 1968, for all packages introduced into interstate commerce.

Any person who will be adversely affected by the new regulations may file written objections (six copies) with the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W. Washington D.C. 20201, on or before August 20, 1967. Each submission should specify which provisions are particularly objectionable and give details of the grounds for the objections.

Copies of the regulations can be obtained from the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

VENEZUELA

Import restrictions

HM EMBASSY IN CARACAS has reported that the Venezuelan Commercial Directorate of the Ministry of Development have announced that quotas have been imposed on tariff definitions covering certain fabrics made up of textile fibres mixed with metallized yarns produced from box metal. The definitions are as follows:

Tariff No.	Description
653-06-02-2	Fabrics of man-made textile fibres: A. Up to 150 grammes. B. Up to 300 grammes.
	Import licences will be granted for an amount equal to 50 per cent of 1966 importations.
653-06-02-2	Fabrics of man-made textile fibres: C. Up to 500 grammes. D. Of more than 500 grammes.
	Import licences will be granted for an equal amount to that imported in 1966.

Import licences for the above will only have a duration of one (1) year without extension.

Rotax Precision Products have recently received substantial orders from the United States for their recirculating ballscrews. These orders, worth more than £2 million, are for applications on the Lockheed C-5A jet transport and the Boeing 747 jumbo jet. The picture shows the final assembly of a ballscrew for the nose landing gear on the Lockheed C-5A in the clean room of the Hemel Hempstead factory of Rotax Precision Products.

COLOMBIA

Changes in prior deposits

IT HAS BEEN reported by HM Embassy in Bogota that the Colombian Monetary Board has issued Resolution No. 39 dated July 12, 1967, which modifies the prior deposits on the following imports:

Tariff Heading	Description	Rate
27.13 A	Paraffin wax	5%
29.01 E IV	Dodecylbenzene	30%

Changes in consular invoice

THE COLOMBIAN CONSULATE-GENERAL in London has informed the Board of Trade that the Consular Invoice form FC-7 will be discontinued and replaced in the future by model FC-8 in accordance with Decree No. 1121 from the Foreign Office in Bogota. This model consists of a watermarked original and three copies duly numbered in white paper.

The price of this new set of FC-8 Consular Invoices will be 7s. 4d. and will be applied as from August 1, 1967.

CHILE

Payment terms for imports

AT ITS Session No. 479 which took place on June 28 the Executive Committee of the Central Bank in Chile adopted the following resolution regarding global credits extended by foreign suppliers to small- and medium-sized industries:

1. The payment instalments must be spread over at least five years.
2. The amount of each individual operation must not be less than US$15,000. Operations for smaller amounts will only be considered in very special circumstances.
3. The cash payment and rate of interest must conform to the current limits for deferred payment deals.
4. The Industries Committee must make sure that the machinery imported has adequate after-sales service.

5. The Industries Committee must see to it that the machinery and equipment imported is for equipping, amplifying or renovating the industry concerned according to the provisions laid down in the Government's industrial development programme.
6. The Industries Committee must approve each application for imports made under this type of credit.

Modifications to permitted import list

THE FOLLOWING modifications have recently been made to the Chilean Permitted Import List:

Page	Item	Percentage of prior deposit
103	Add new items: Binary copper mixtures, except cupro-nickel, cupro-manganese for making copper alloys. Copper alloys for deoxidation, desulphurization and similar processes in metallurgy.	
126	Eliminate the item 'Carriages and benches for sawmills . . . .' Alter item 8 to read: Edgers with maximum planing width of 800 mm. Reduce item 5 to read: Saw benches for timber, with carriages for circular saws, with backward and forward movement using a rack or drum and cable and squares worked mechanically. Reduce the last item to read: Single faced planing machines with feeds up to 20 metres a minute.	Not yet fixed.
127	Replace item 1 to read: Double-faced planers with edging attachment with feeds up to 20 metres a minute. Eliminate the item 'Planers and edgers for timber of types not specified elsewhere.'	
137	Replace item 1 by: Circular saws and lathe cutters with manually operated feeds. Replace item 4 by: Circular saws with fixed or tilting benches without any special attachments. Replace item 5 by: Carpenters' bandsaws up to 1,000 flywheel diameter. Eliminate item 6: Replace items 7 and 8 by: Band saws and resaws up to 1,600 mm. flywheel diameter with feeds up to 40 metres a minute and blades up to 6 in.	

Temporary import concessions

BY DECREE NO. 957 of the Chilean Ministry of Finance the customs duties and *ad valorem* charges on machinery and other equipment for the installation of industries using at least 80 per cent of indigenous raw materials and which do not already exist in the country, were reduced by 80 per cent. The franchise, which also applies to machinery and equipment required to supplement or amplify existing industries so that supply will cover demand in respect of quality or quantity, will remain in force until December 31, 1967.

By Decree No. 928 of the Chilean Ministry of Finance the percentages of *ad valorem* charges on capital goods paid for out of the proceeds of foreign loans were reduced by 20. (Note: not 20 per cent). Goods subject to 20 per cent or less *ad valorem* charge will be free of such charge. This franchise will expire on December 31, 1967.

Modifications to import list

The following modifications have recently been made to the Permitted Import List:

Page	Chapter	Item	Percentage of prior deposit
92	71	Gold, platinum and metals of the platinum group	10,000
	72	Gold and other coins	10,000
		Silver coins	10,000

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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Industrial Incentives Law, 1956

THE FOLLOWING PRODUCTS have been declared 'approved products' for the purposes of the above law.

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(a) Polyvinylchloride.
(b) Polymers of vinyl chloride and other monomers.
(c) Polymers containing two or more monomers – acrylonitrile, styrene or butadiene.
(d) Urethane polymers.
(e) Chlorinated modifications of (a), (b), (c) or (d) above.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated July 7, 1967, page 70.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended by the deletion of Item 116 (Textile manufactures – tea cloths, face towels) and the substitution therefor of the following:

116. Textile manufactures – tea cloths, face towels, handkerchiefs of all kinds.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items:

031-03.01 Crustacea and molluscs, fresh chilled, frozen or simply cooked.
031-03.02 Crustacea and molluscs, salted or dried.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

NEW EXPORT HANDBOOKS

The Board of Trade has recently issued two new Export Handbooks – 'Services for British Exporters' and 'ECGD Credit Insurance and Financial Support Services'. Together they contain 164 pages of information that every exporter should have. To get as many free copies of these two Handbooks as you require for distribution to your export staff, write now to the Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1.

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Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 779118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1957

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	This week
Aircraft noise at Heathrow Airport (Q)	9 June 1967
Mileage and traffic (M)	28 July 1967
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	23 June 1967
Bankruptcy orders (Q)	5 May 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	7 July 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	23 June 1967
Catering trades turnover (M)	14 July 1967
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	5 May 1967
New companies registered:	
Gt. Britain (M)	30 June 1967
N. Ireland (M)	28 July 1967
Credit:	
Instalment credit business (M)	7 July 1967
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 June 1967
Production, exports and orders (M)	28 July 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	28 July 1967
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	16 June 1967
Footwear industry orders (M)	14 July 1967
Foreign trade:	
Commonwealth trade (A)	7 July 1967
Sterling area trade summary (Q)	12 May 1967
Trends in exports of manufacturers (A)	18 Nov. 1966
World trade and production (Q)	19 May 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	7 July 1967
Value of overseas trade (M)	21 July 1967
Gold and convertible currency reserves (M)	14 July 1967
Hairdressing trades turnover (M)	14 July 1967
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 May 1967
Business (M)	7 July 1967
Industrial building provisional figures (Q)	28 July 1967
Industrial production:	
Index nos. (M)	28 July 1967
N. Ireland index (M)	30 June 1967
Insurance companies:	
Assets (A)	This week
Transactions (Q)	This week
Investment and earnings overseas (A)	30 June 1967
Laundries and dry cleaners turnover (M)	14 July 1967
Machine tools deliveries and orders (M)	14 July 1967
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	30 June 1967
Deliveries (Q)	5 May 1967
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	This week
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	7 July 1967
Retail prices index (M)	28 July 1967
Retail trade:	
Index nos. (M)	7 July 1967
N. Ireland index (M)	This week
Royalty transactions (A)	21 July 1967
Shipping movement at UK ports (M)	This week
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	7 July 1967
Retail (M)	7 July 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	21 July 1967
Cotton production (M)	21 July 1967
Wholesale houses sales (M)	21 July 1967
Wool exports (Q)	26 May 1967
Wool output (M)	21 July 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	2 June 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	14 July 1967

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	28 July 1967
Board of Trade regional organization	28 July 1967
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	19 May 1967
Directory of Board of Trade departments and their work	26 May 1967
ECGD local offices	28 July 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

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As a further service the Patent Office will supply to subscribers all specifications, as they are published, which relate to any subject expressed in the classification key. The only charge made is that for the specifications so supplied.

The *Official Journal* (*Patents*) is published every Wednesday and, as well as official notices, contains a list of new patent applications and classified lists of accepted specifications. Single copies are 8s. each, and the annual subscription is £20 15s.

All of the above publications are available, post free, from the Sale Branch, Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, who will also be glad to give advice. Current specifications are also available at the Sales Counter, Patent Office, 25 Southampton Buildings, London, W.C.2.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2654).

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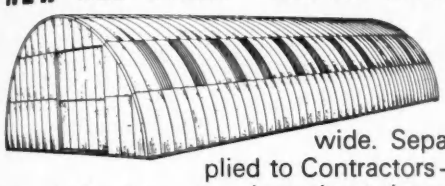

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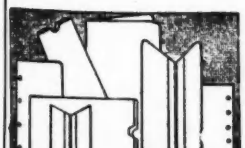

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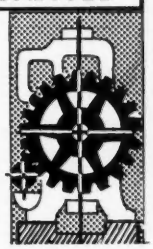

LEYLAND

'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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ECGD

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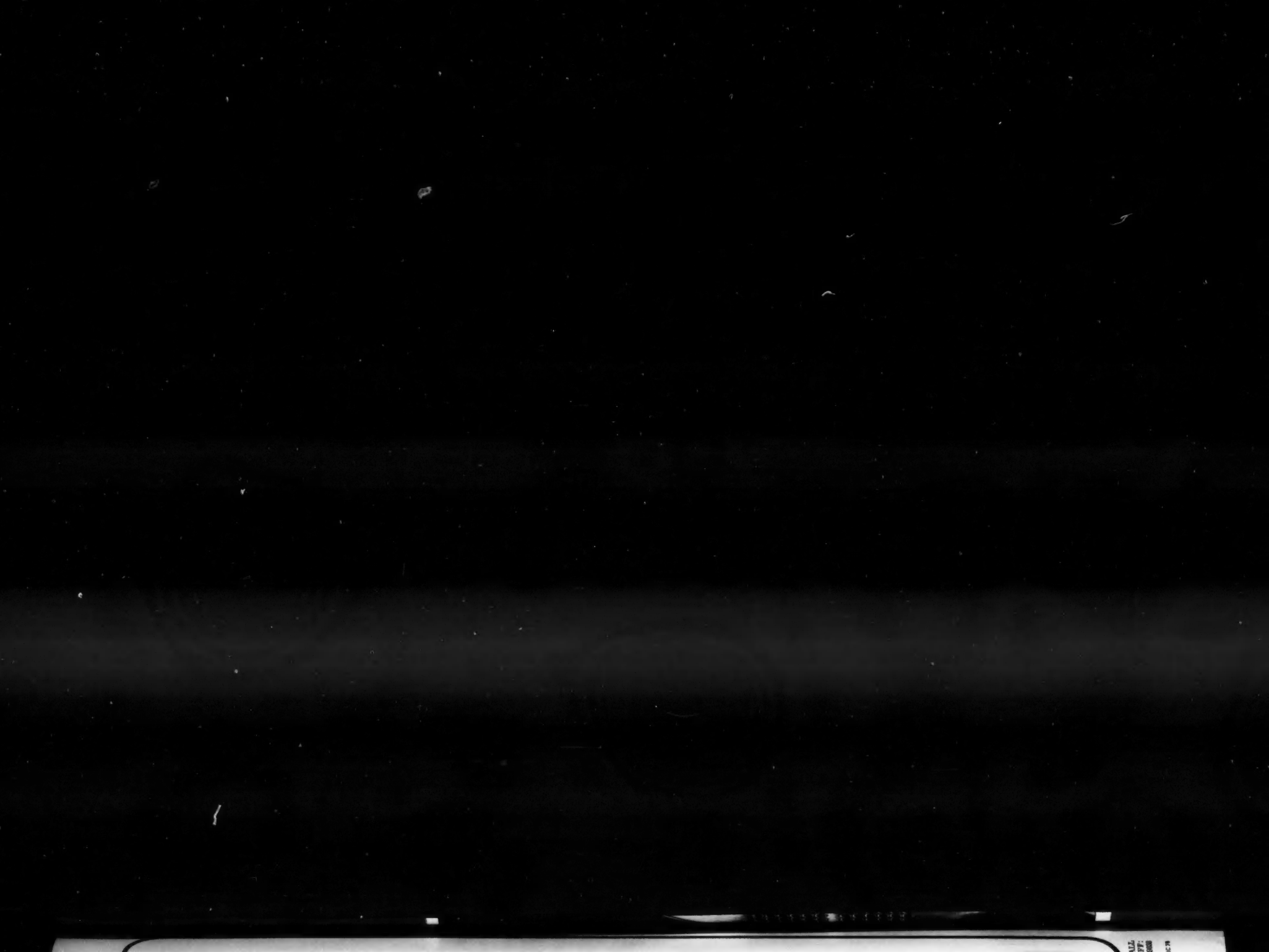
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